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Directory of the Grain Trade

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Kelly, Edward, wholesale grain & commission.
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Head Grain Co., grain, millfeed, seeds.

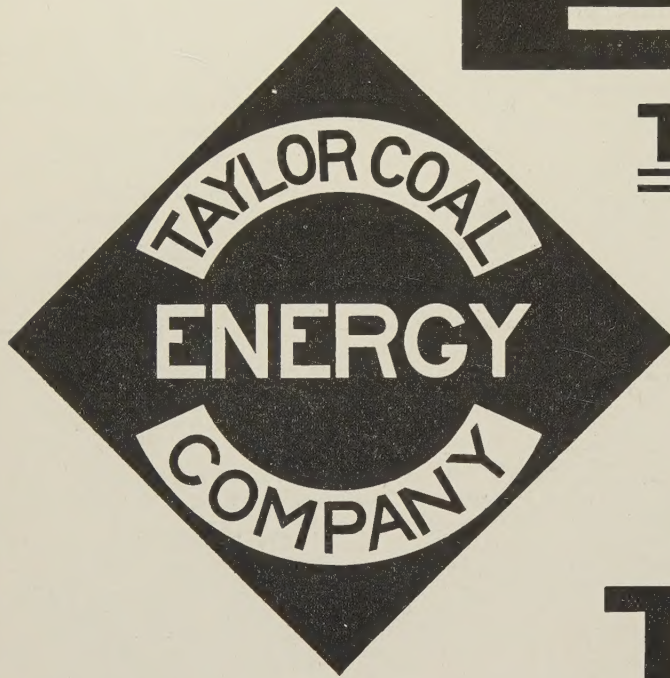
*Members Grain Dealers National Association.

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Quotation Record

Is sheets of bond paper ruled to facilitate keeping a daily record of the market prices of options on 'Change. Each sheet or chart is headed "Board of Trade Quotations for the Week Commencing Monday—, 190—." Each sheet has twelve columns provided for different options, four for Wheat, four for Corn and four for Oats; also spaces for the market on each at 9:30, 10:30, 11:30 and 12:30 and the close, as well as the closing price the previous week.
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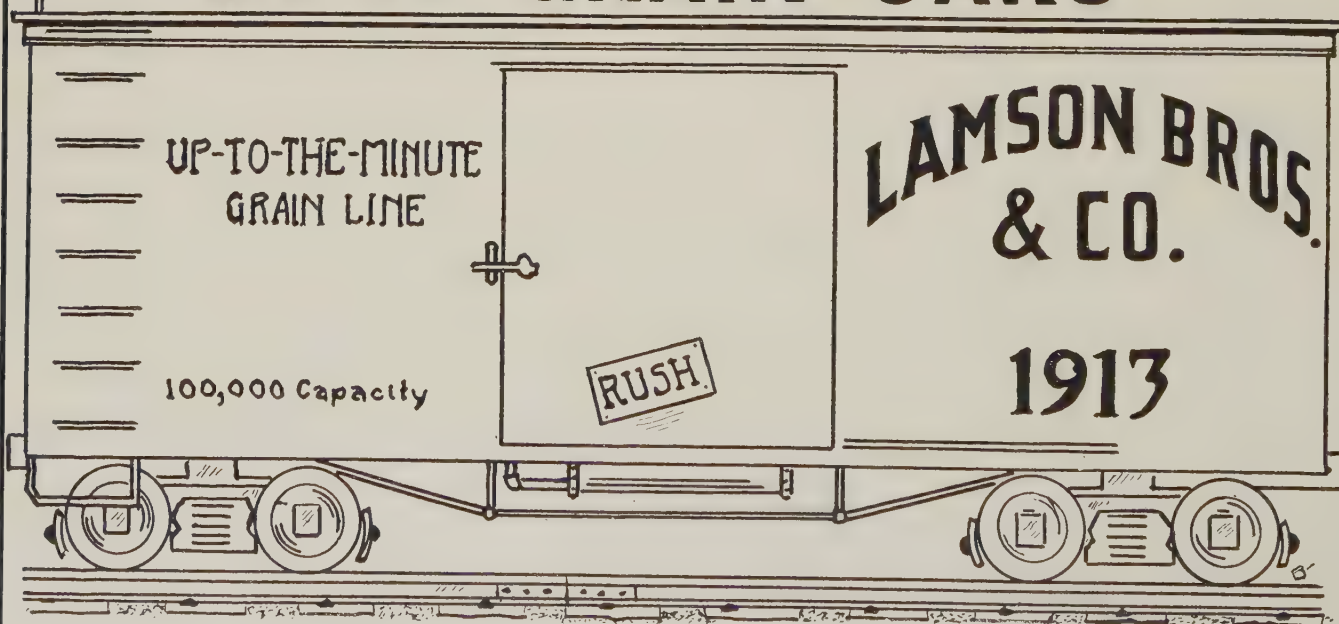
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WITH these tables you can quickly check up all reductions
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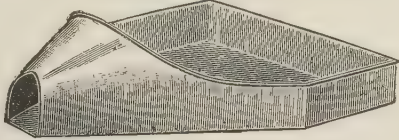
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Will not Rust or Tarnish
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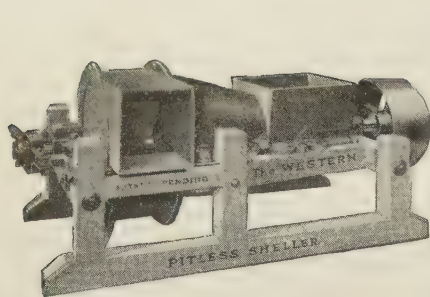
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"That's the Reason"
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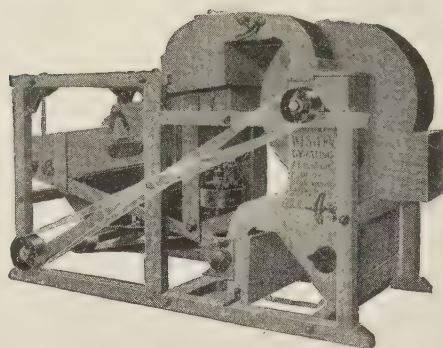
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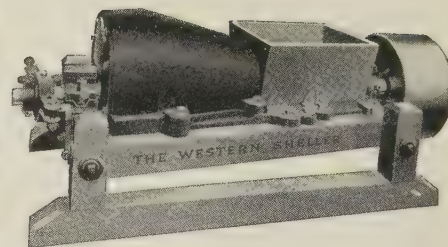
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"Western" Pitless Sheller



"Western" Gyrating Cleaner



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"Perfect elevator machinery," not a motto, but a reputation.

A long line may be a profitable one to the grain man, but every waiting wagon is another proof that the elevator operator is not gaining utmost results, utmost success.

He can't. A waiting wagon proves his elevator machinery is either of that common type, which fails to stand a real test, and breaks down when needed most. Or again, a lower cost may have prompted the installation of machinery of small capacity, thus preventing a rapid handling of grain.

Possibly the capacity is of sufficient size, but not of the latest improved type to render utmost efficiency in a quick, cheap and satisfactory disposal of grain.

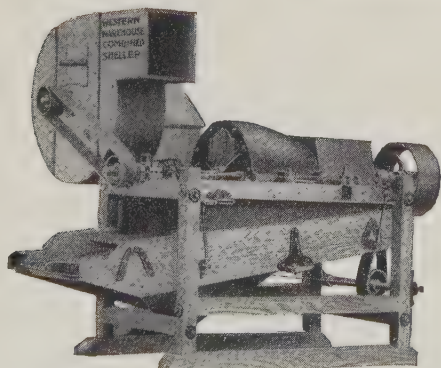
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Now a "Western" Line of elevator machinery lays a smooth course of continued success and satisfaction for every grain man:—

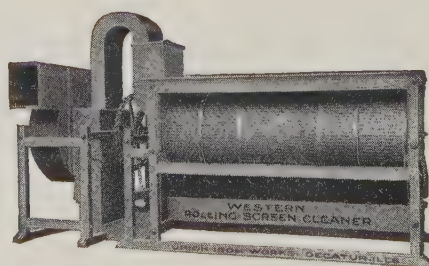
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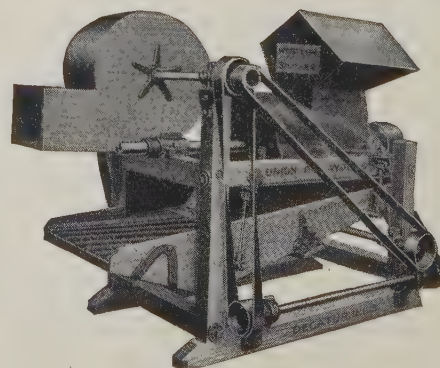
UNION IRON WORKS, Decatur, Ill.



"Western" Warehouse Combined Sheller



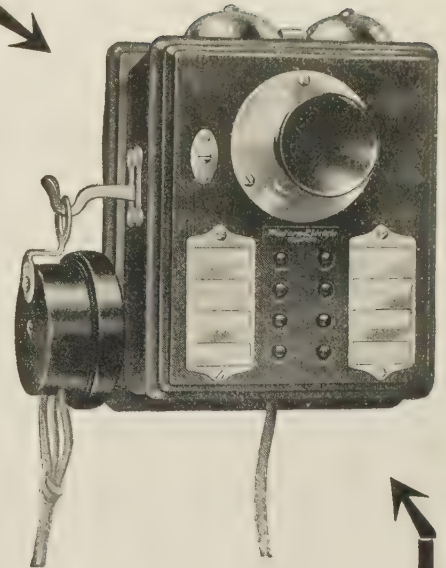
"Western" Rolling Screen Cleaner



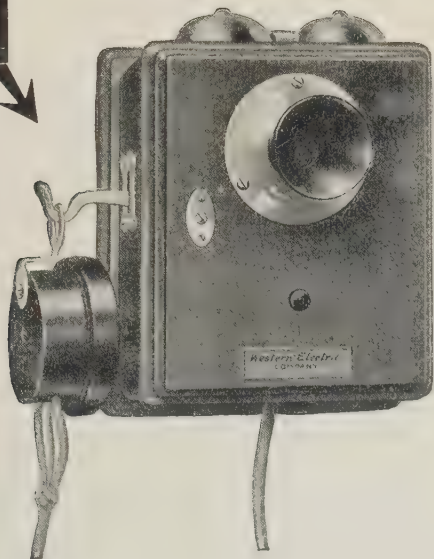
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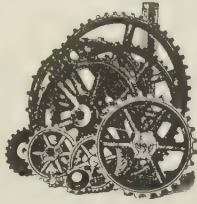
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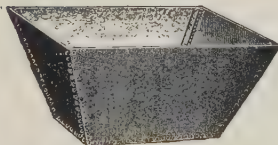
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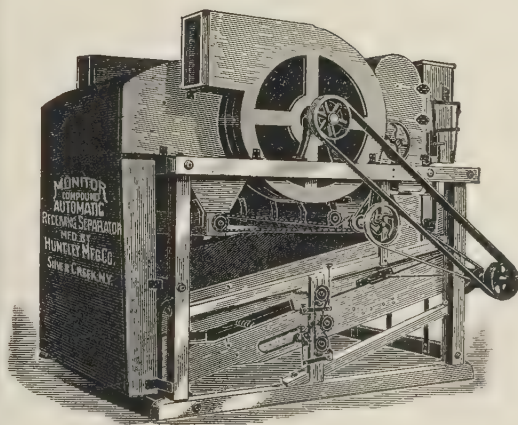
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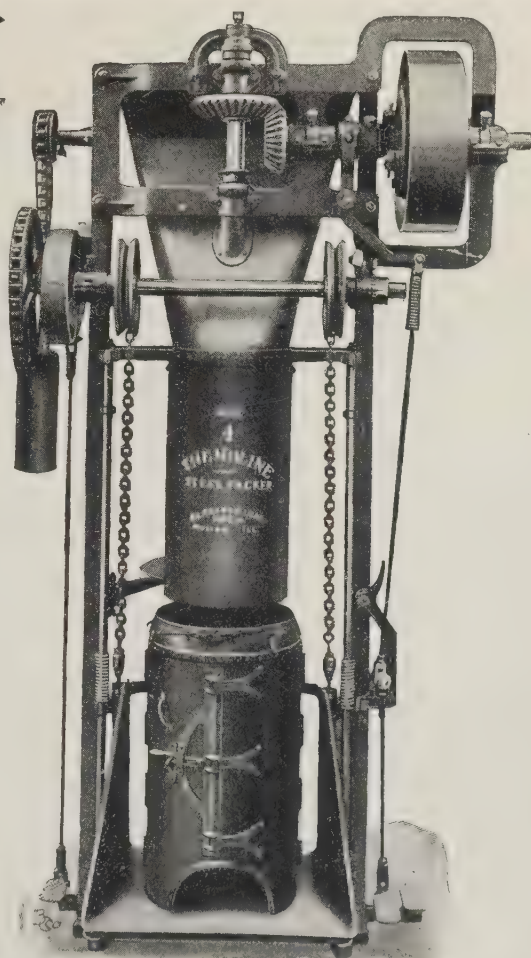
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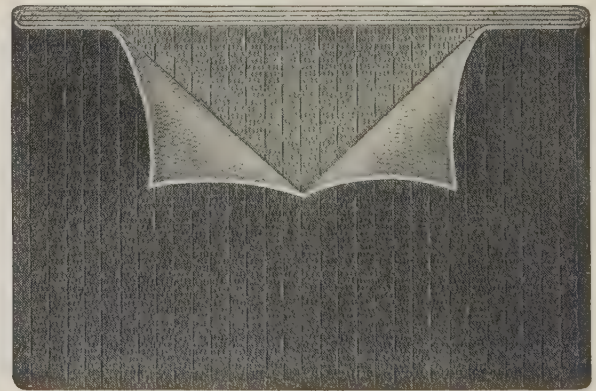
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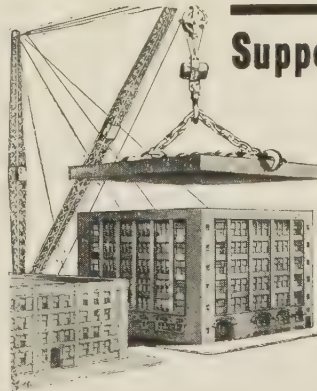
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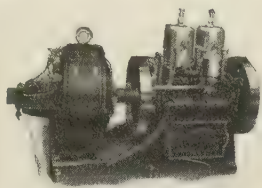
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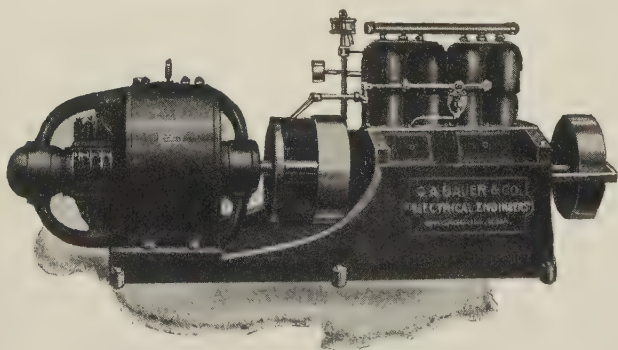
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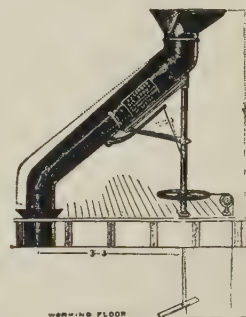
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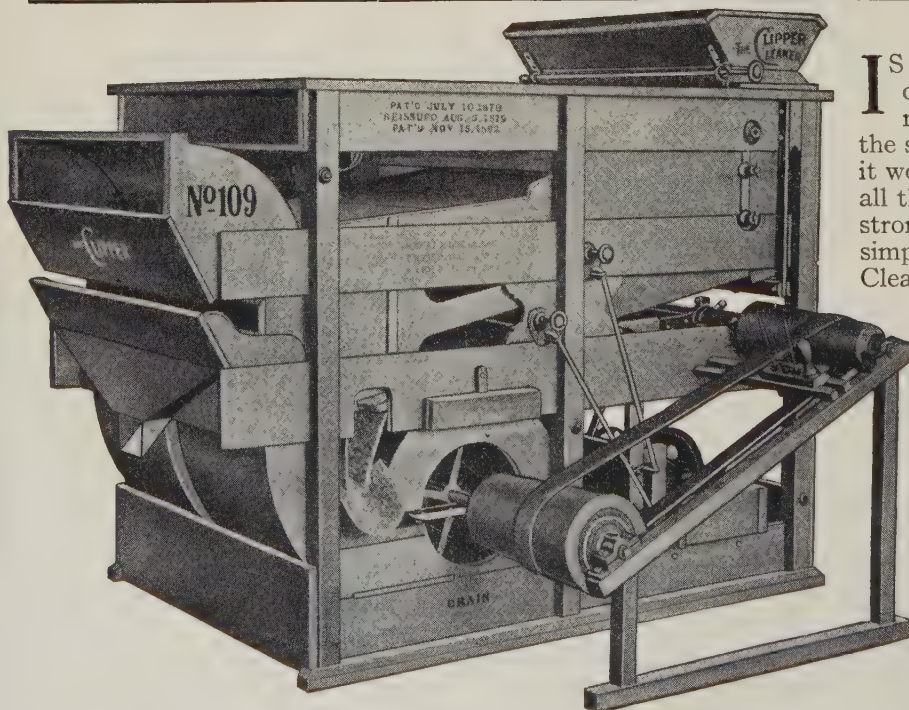
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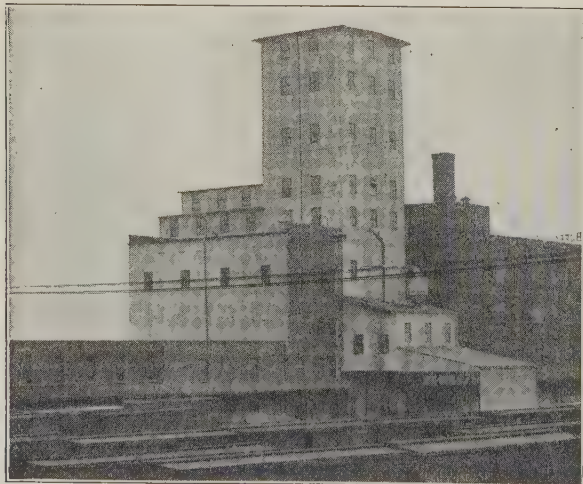
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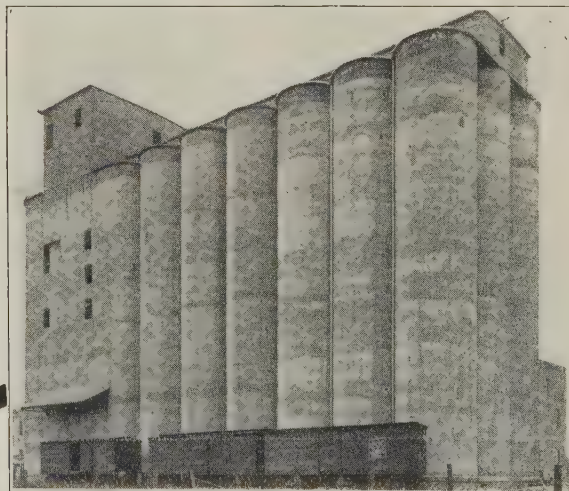


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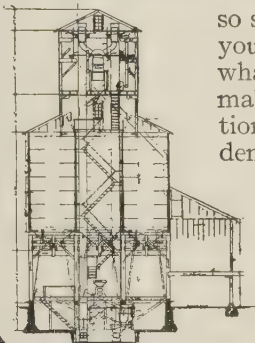
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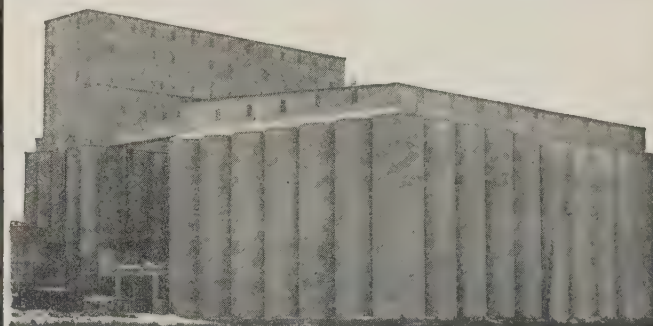
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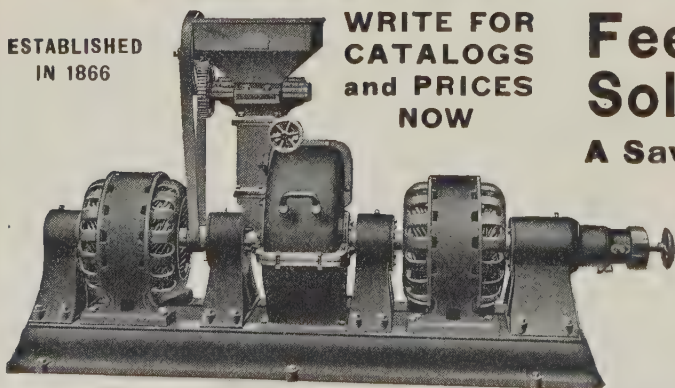
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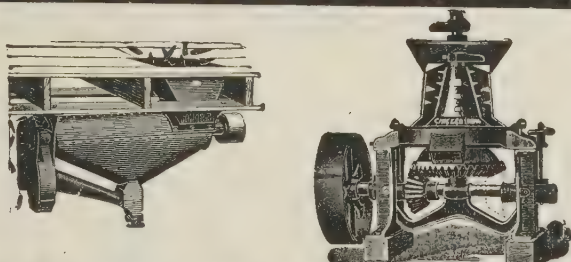
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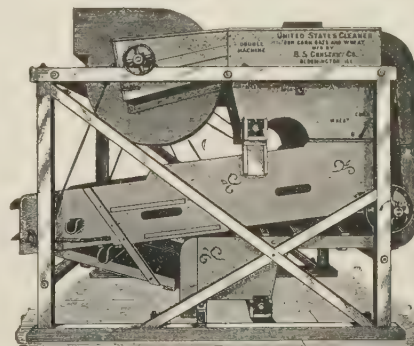
GRAIN DEALERS JOURNAL

La Salle Street

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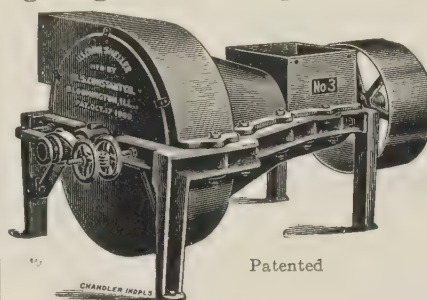
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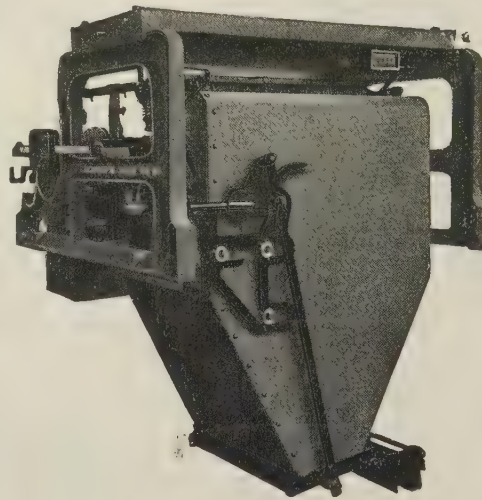
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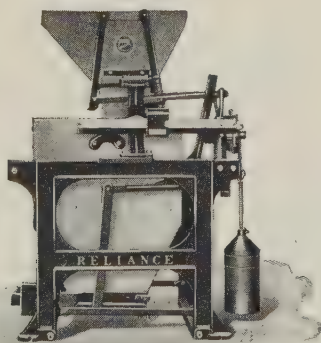
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In fact, it would not be as good and we would have to charge more for it,

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There is a twenty-five year's experience behind the RELIANCE and no little detail has been overlooked.

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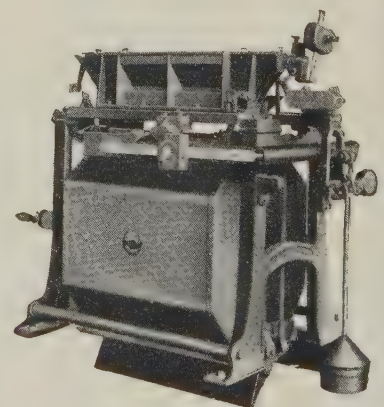
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Did You Handle 50,000 Bushels
or More of Grain in 1912?

If so you certainly need a

Fairbanks Automatic Scale



If will attend to your weighing while you are busy with other work. Does work more accurately than you can by hand.

Write for Catalog No. 550A6 and get details.

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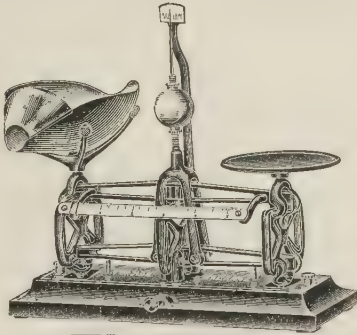
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Designed according to suggestions of the U. S. Government for the determination of moisture in grain, according to Bulletin No. 99, Bureau of Plant Industry, entitled "A Quick Method for the Determination of Moisture in Grain."

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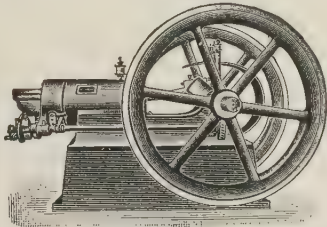
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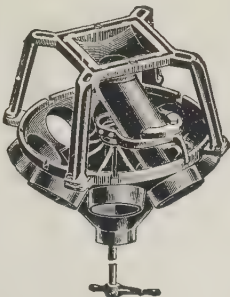
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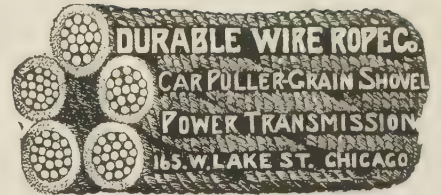
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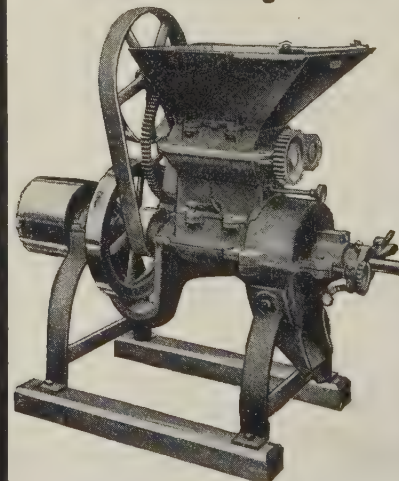
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Wide and strong bearings, absolute alignment and uniform product.

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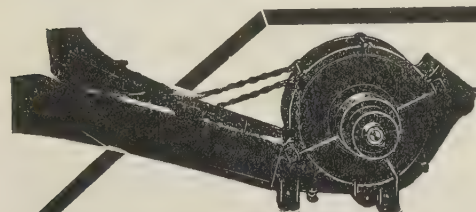
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It is impossible for it to mill or crack the grain.

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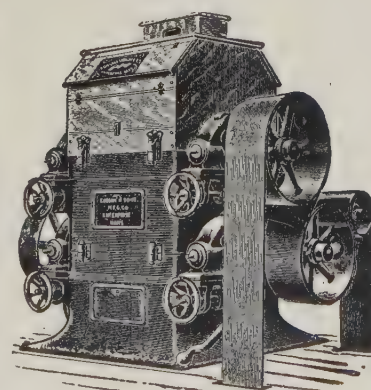
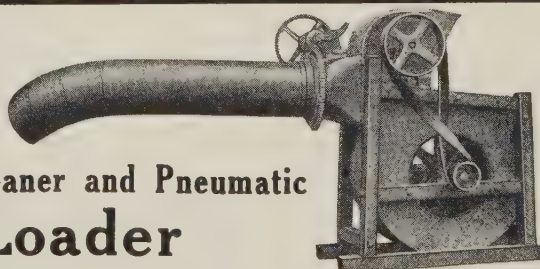
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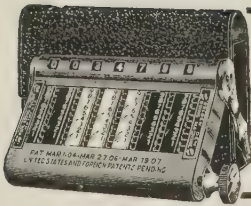
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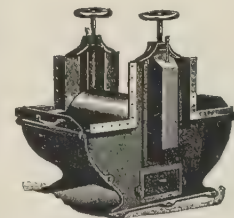


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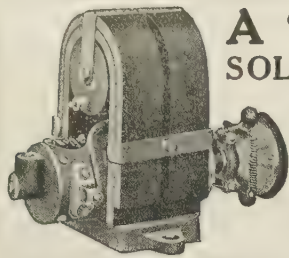
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Cifer Codes

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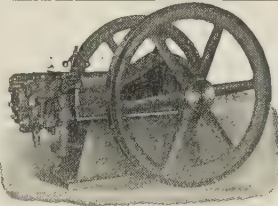
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INDIANAPOLIS, IND.

New—Near-New
Rebuilt and
2nd Hand
Gas Engines

of our own
make, thor-
oughly guaran-
teed—8 to 50
H. P. Let us
know your re-
quirements and
we can, no
doubt, fit you
out with just
what you want.



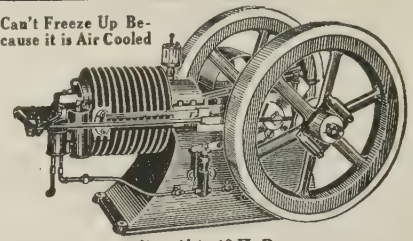
The New Era Gas Engine Co.
6 Jefferson Avenue, PORTSMOUTH, OHIO

A PARTNER

HELP or a POSITION,

can be obtained quickly by plac-
ing an ad. in the "Wanted" col-
umns of the Grain Dealers Jour-
nal of Chicago. It is the grain
trade's accepted medium for
"wanted" and "for sale" ads.

Can't Freeze Up Be-
cause it is Air Cooled

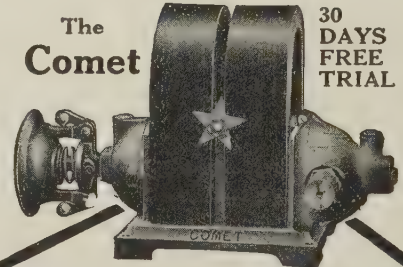


Sizes 1½ to 12 H. P.

We have a very attractive proposition to make owners of Elevators regarding the GADE AIR COOLER. The GADE is so simple, economic and reliable that you cannot afford to be without it. Always ready winter or summer. No delays by break-downs or freeze-ups. Get Our Special Proposition at Once. **GADE BROS. MFG. CO. 110 Main St. Iowa Falls, Iowa**

The
Comet

30
DAYS
FREE
TRIAL



Don't figure the first cost
—OF—

The Comet

Figure the money saved in the end

Experience with Magnetos has proved their superiority over batteries or dynamos, and experience with the Comet will prove it to be the simplest, most compact, and most powerful magneto made.

For Make & Break Spark \$10—For 1 or 2 cyl., jump \$11
WRITE FOR CATALOG

HENRICKS NOVELTY CO.
1243 St. Paul St., Indianapolis, Ind.

CLARK'S GRAIN TABLES FOR WAGON LOADS

TWELFTH EDITION

The best and most complete edition of these popular reduction tables ever issued. It contains 16 grain tables and two pages of freight tables all printed from heavy-faced type in two colors on 175-pound Manila stock. It is reinforced at back with silk cloth. Marginal index for quickly finding table wanted.

All reductions are complete on one page. It has a range from 100 to 4,090 lbs. on 10-pound breaks. The tables show the following reductions: Oats at 32 lbs., 33 lbs. and 35 lbs. Timothy Seed, 45 lbs. Barley, Hungarian Grass Seed and Corn Meal at 48 lbs. Barley at 50 lbs. Shelled Corn, Rye and Flax Seed at 56 lbs. Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs. Wheat, 60 lbs., with 1, 2, 3 and 5 lbs. dockage. Ear Corn at 70 lbs., 72 lbs., 75 lbs. and 80 lbs. per bu.

Freight table shows rate per bushel at 60, 56, 48 and 32 lbs. per bu. when the rate per 100 lbs. is 1 to 30½ cents in ½ cent rises. Price postpaid 50 cents.

Grain Dealers Journal

315 So. La Salle Street

CHICAGO, ILL.

Simple Deduction—

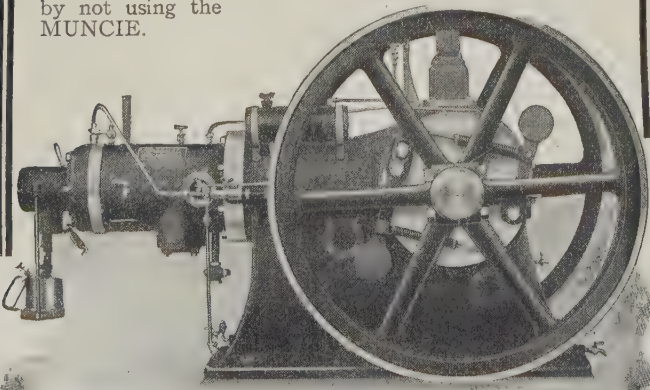
Why you should install an OIL ENGINE, and
Why that oil engine should be a "MUNCIE"

First, the MUNCIE operates on the cheapest Fuel Oils known, also operating on Crude, Solar, and Gas Oils, Kerosene, Distillate and Naphtha without any change in engine whatever.

No batteries to replace, no magnetos or dynamos to repair. Fewest working parts of any engine.

Built for hardest kind of service, ample surplus of power, and utmost engine efficiency.

The above, and further explanation by writing for our catalog, ought to convince you that you are losing money by not using the MUNCIE.



Write

Muncie Gas Engine & Supply Co.
54 Ohio, Cor. Railroads Muncie, Ind.

Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price, \$2.50.

GRAIN DEALERS JOURNAL

315 So. La Salle Street

CHICAGO, ILL.

Grain Shipping Ledger

Form 24. An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$2.50.

GRAIN DEALERS JOURNAL

315 So. La Salle Street

CHICAGO, ILL.

The good old OTTO Gasoline Engine drives the elevator without a hitch

You cannot afford to have a shutdown at a time like this.



The Otto Gas Engine Works

15 S. Clinton St., Chicago, or
1205 Union Ave., Kansas City

THE HOWE SCALE CO., Agents, Minneapolis, Minn.

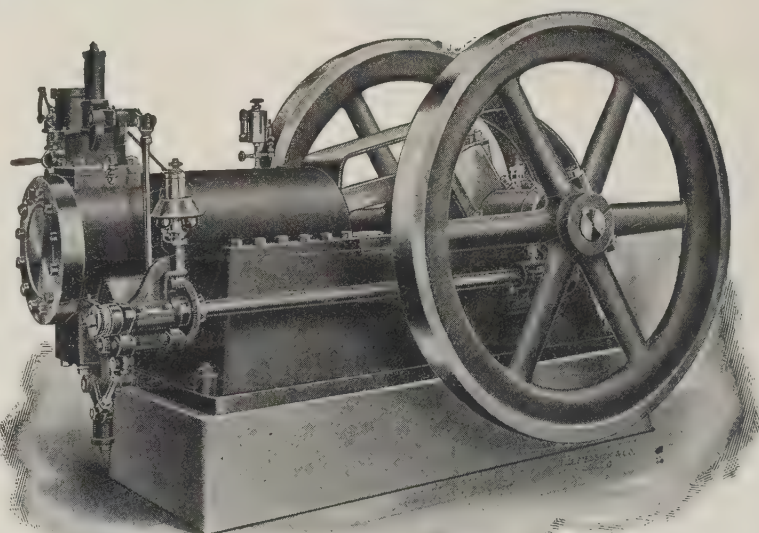
\$100 A YEAR TO YOU—FREE

If you are spending \$200 a year for fuel, by installing a

"SUPERIOR" Kerosene Engine

we indirectly give you \$100 per year. A "SUPERIOR" cuts your fuel bill in half. It is the most economically efficient and reliable power a grain elevator operator can install, being made from the best raw materials, and developed into the finished engine in a factory built and equipped for the manufacture of one of the most durable engines on the market.

Every "SUPERIOR" Kerosene Engine is tested at our factory until we are convinced, by actual test, that it will do all we claim, and more.



The above facts should warrant your investigation. Investigation will warrant your installation.
Write right now for catalog.

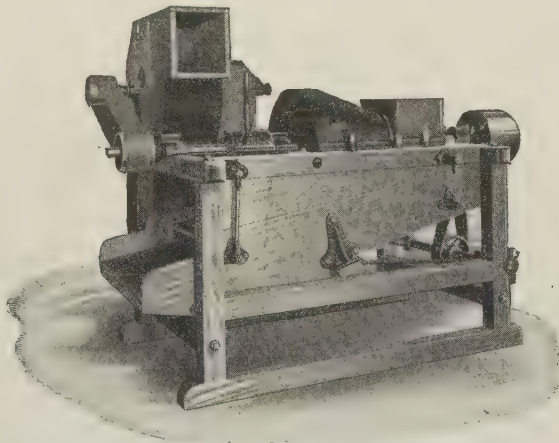
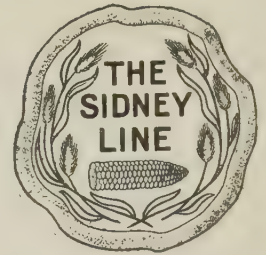
SUPERIOR GAS ENGINE CO., Springfield, O.



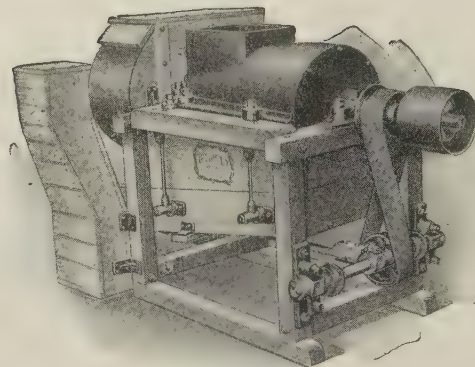
The SIDNEY Line

OF

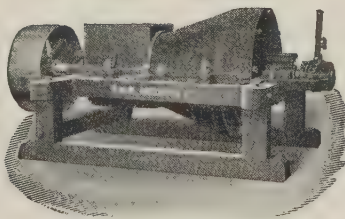
Matchless Corn Shellers



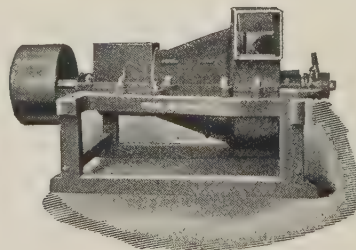
Sidney Combined Sheller and Cleaner



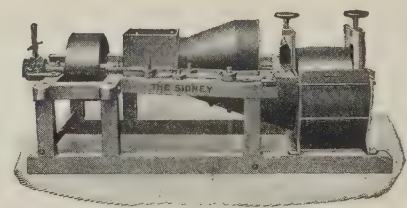
Sidney Mill Sheller



Sidney Regular Sheller



Sidney Fan Sheller



Sidney Combined Sheller
and Boot

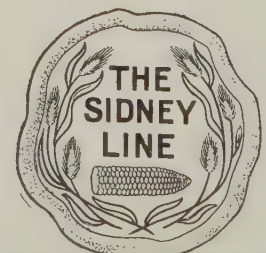
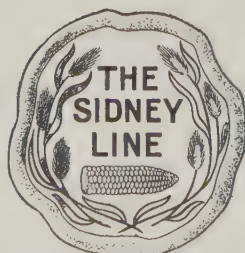
MANUFACTURERS OF

Receiving Separators, Corn and Grain Cleaners, Corn Shellers, Manlifts, Wagon Dumps, Chain Drag Feeders, Shaker Feeders, Indicators, Turnheads, Elevator Boots, Elevator Heads, Steel Loading Spouts, Different Articles in Power Transmission.

Write for complete Catalogue No. 25

The Philip Smith Mfg. Co.
SIDNEY, OHIO

A Complete Stock at Enterprise, Kans.



"Wanted" and "For Sale"

The rate for advertisements in this department is 20 cents per type line each insertion

MACHINES FOR SALE.

MOLASSES FEED MILL EQUIPMENT.

For sale in Central Illinois town:
One 90 H. P. electric motor.
One Williams mill, No. 2XX, made to grind alfalfa or any kind of material.
One 40" diameter fan.
One 40" large Cyclone collector, piping.
One 35" large Cyclone collector, piping.
One 35" fan.
One rotary molasses pump.
One molasses tank with steam coils.
Pulleys, beltings, shafting, etc.

Used only two months; good reason for selling. Address, Molasses Feed Mill, Box 2, Grain Dealers Journal, Chicago.

SACRIFICE SALE NOW ON.

ALL MAKES AND SIZES OF ATTRITION MILLS.

18" and 24" Robinson\$100 and \$125
26" and 24" Unique\$110 and \$125
16" and 18" Monarch\$ 90 and \$100
20" and 24" Monarch\$110 and \$125
26" Foss and Monarch.....\$150 each
36" Foss and others\$205
18" Munson Single Head\$ 75
18" Halstead & 22" American.\$100 and \$120
All the above mills completely remodeled, and reconstructed. Guaranteed to be in as near a new condition as second-hand machines can be made. Also full line of Roller Mills, Separators, Reels, Roller Feed Mills, Shellers, Buhr Mills, Corn Crushers and crackers. Write us for catalog today. Give us a chance on all your requirements, new or second-hand.

SPROUT, WALDRON & COMPANY,
No. 402 B, Monadnock Block, Chicago, Ill.

FLOUR MILL, FEED MILL AND ELEVATOR MACHINERY AND SUPPLIES.

The largest Stock of Overhauled and reconstructed Machinery in the World.

Roller Feed Mills:—9x18 Barnard & Leas, 9x18 Dawson, 9x24 "Noye," 9x24 Acme, 9x24 Nordyke & Marmon, 9x30 Wolf, all three pair high; and many others listed in our Bargain Book.

Write for one—Mailed on request.
Corn and Cob Crushers:—No. 1 Richmond, No. 14 Economy, No. 5 and No. 6 Excel, No. 2 Kelley-Duplex, Foss Scientific Mills, No. 2 "Triumph," one "Horton," one "Hoosier," one No. 2 Acme, one No. 7 Sullivan, etc.

Corn Shellers:—One Style "A" Triumph, one No. 0 and one No. 1 Victor corn shellers and cleaners combined, one No. 2, one No. 2½ and one No. 4 Western Warehouse Cornshellers, one No. 2 and one No. 2½ Western Rolling Screen Corn Cleaners, one No. 1 Barnard's Improved Double Screen Corn Cleaner, one No. 1, one No. 2 and one No. 4 Victor Corn Shellers.

Attrition Feed Grinding Mills:—18 inch and 24 inch "Robinson," 16, 20 and 24 inch "Monarch"; 24 inch "Modern Special"; 30 inch "American"; 16, 19 and 24 inch Foss; 24 inch "Unique," 16 inch and 18 inch American Special.

Single Roller Mills:—9x18 and 9x24 "Noye"; 9x18 "Odell"; 9x12 "Case"; 12x24 "Stevens"; 10x24 and 12x24 "Downtown." Double Roller Mills:—All Sizes and Makes.

Separators, Oat Clippers, Scourers, Dust Collectors, and Everything for Flour Mills, Feed Mills and Elevators.

Elevator Belts with Buckets Attached, at Extremely Low Prices.—In either Cotton, Rubber or Canvas.—Stitched Belt with "Salem" Steel Grain or Steel Corn Buckets Attached.

Write for "Gump's Bargain" Book, giving complete list of all Machinery, Belting, Pulleys, Shafting, Elevator Belting, Buckets, etc., with Net Prices. Mailed Free on Request.

Est. 1872. Inc. 1901.

B. F. GUMP CO.,
431-437 So. Clinton St.,
Chicago, Illinois.

MACHINES FOR SALE.

FOR SALE—One brand new 14-18 Ann Arbor Hay Press at sacrifice. T. W. Babcock, Marengo, Ohio.

FOR SALE—One Carey Safe, \$25; one Bowsher A8 Feed Mill, \$25; one Franklin Typewriter, \$30. All in good condition. W. W. Pearson, Upland, Ind.

I HAVE JUST THE MACHINE you are looking for. I have installed one of larger capacity or power, and have no further use for old one. It is in fine condition, and I will sell for an extremely low price. I am one of the 6,000 readers reading the "Machines Wanted" columns of the Grain Dealers Journal, Chicago.

FOR SALE—We have just two hopper scales left at \$35.00 each; two boot tanks, \$20.00 each; one 5-H.P. steam engine, \$40.00; 800 elevator buckets practically new, 6x16 and 6x18—12c each; 10 belt tighteners, \$5.00 each; one No. 4 and one No. 8 Buffalo fan, \$15 and \$25 each; one 90-H.P. boiler, \$100. All in very good condition and snaps at the prices. La Crosse Wrecking & Lumber Co., La Crosse, Wis.

MACHINES WANTED.

WANTED—Grain Dealers who are contemplating installing new machinery to use the "Machines Wanted" columns of the Grain Dealers Journal in securing prices and estimates of machines for sale. We can save you money. More than value received.

BUILDING MATERIAL.

ALL KINDS OF ELEVATOR MACHINERY for sale, finds many ready buyers, if inserted in the "Machines For Sale" columns of the Grain Dealers Journal, Chicago.

BARGAINS IN ALL KINDS of new and used Lumber, Doors, Windows, Ready Roofing, etc. Timbers, \$8 per 1,000 ft., and up. Sheeting, \$8 per 1,000 ft., and up. Doors, 25c and up. Ruel Lumber Co., 7337 Stony Island Ave., Chicago.

SECOND-HAND BAGS AND BURLAP.

WANTED:—BURLAP BAGS, all sizes of heavy bags for grain. Send samples and prices to The Raymond P. Lipe Co., Toledo, Ohio.

BURLAP BAGS AND BURLAPS, new or used, plain or branded, of every kind. Grain Bags, Sample Bags, etc. Best prices paid for second-hand bags. Wm. Ross & Co., 409 N. Peoria St., Chicago, Ill.

FERRETS.

2,000 FERRETS—Prices and book mailed free. N. A. Knapp, Rochester, Ohio.

RATS GET YOUR GRAIN, FERRETS get the rats. Send for price list. Brown or White. Bert Ewell, Wellington, Ohio.

STEAM ENGINES, BOILERS.

STEAM ENGINES AND BOILERS find many ready buyers when advertised in the "Steam Engines-Boilers" columns of the Grain Dealers Journal, Chicago.

ONE 10x30" R. H. CORLISS ENGINE.
One 8x10" automatic engine,
One 9x9" upright engine,
One 5x6" upright engine.
One 8 H. P. upright boiler,
Minnesota Engine & Machine Co., 2399 University Ave., St. Paul, Minn.

GASOLINE ENGINES.

ANY KIND, ANY SIZE, ANY PRICE, string of elevators or elevator, by former advertised in the "Gasoline Engines" columns of the Grain Dealers Journal, Chicago, finds many ready buyers. Try it.

FOR SALE—One 50 H.P. Columbus Gasoline Engine, one 25 H.P. Columbus Gasoline Engine. Never Used. Address Engines, Box 11, Grain Dealers Journal, Chicago.

FOR SALE—One fine 8 H. P. Milwaukee horizontal stationary gasoline engine complete, \$128.00. Many other styles and sizes. What are your power requirements? Badger Motor Co., Milwaukee, Wis.

FOR SALE CHEAP—1 20 H. P. Lambert gasoline engine complete with K. W. Magneto and rotary pump. Has been run about 15 days. 1 15 H. P. Fairbanks-Morse gasoline engine in fine running order. C. M. Hanson, Minooka, Ill.

GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.
25 H. P. Columbus.
25 H. P. Fairbanks-Morse.
22. H. P. Fairbanks-Morse.
15 H. P. Fairbanks-Morse.
12 H. P. Fairbanks-Morse.
6 H. P. Fairbanks-Morse.
4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

SCALES FOR SALE.

FOR SALE AT ONCE.—Avery Automatic Scale in good condition. Address, Us, Box. 1, Grain Dealers Journal, Chicago.

FOR SALE:—Two Fairbanks wagon scales. Fifteen ton each. Ready for shipment. We want an offer. F. G. Hartwell Co., 1855 Peoples Gas Bldg., Chicago.

SCALES of all kinds repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, O.

SECOND-HAND SCALES OF ANY make, size or price find many ready buyers if full description is given in an advertisement inserted in the "Scales For Sale" columns of the Grain Dealers Journal, Chicago.

DYNAMOS—MOTORS.

ELECTRIC LIGHT PLANT—25 H. P. Fairbanks-M. kerosene engine, 250 light D. D. dynamo; switchboard complete; two-ply leather belt; first-class condition. J. & J. Leas, West Manchester, Ohio.

ELECTRIC POWER is fast winning favor as power for elevators, hence the Grain Dealers Journal reaching over 6,000 grain elevators twice a month, assures many satisfactory returns to an advertisement inserted in these columns.

OFFICE SUPPLIES.

REMINGTON VISIBLE TYPEWRITER, brand new, for sale cheap. Does excellent writing. Could send on trial. Miss Bertha G. Merdis, Route 5, Rosedale, Kans.

INFORMATION.

J. H. JOHNSTON formerly in Mint Block, Denver, Colo. Present address wanted. Address, E. E. S., Box 1, Grain Dealers Journal, Chicago.

ELEVATORS FOR SALE.

FOR SALE—NORTHERN INDIANA, up-to-date elevator in good section. Address Rudolph V. Shakes, Plymouth, Ind.

FIRST-CLASS COLORADO ELEVATOR for sale; 20,000 bus. capacity. Address, Farmer, Box 2, Grain Dealers Journal, Chicago, Ill.

FINE ELEVATOR IN GRAIN BELT of Kansas for sale. Cheap if taken soon. Address, Belt, Box 2, Grain Dealers Journal, Chicago, Ill.

CENTRAL OHIO ELEVATOR for sale, good corn and oats country, coal trade. Sell cheap. Address, E. H. W., Box 1, Grain Dealers Journal, Chicago.

NORTHWESTERN OHIO. For sale, one of the best elevator and coal propositions in the state. Address C. O. D., Box 7, Grain Dealers Journal, Chicago.

NORTHEASTERN KANSAS elevator, 30 M. capacity, price right if taken at once. Part cash, balance easy terms. Address, N. E. K., Box 11, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE:—A nice line to select from all the time. Let me know how much you wish to pay, and I think I can suit you. James M. Maguire, Campus, Ill.

A MONEY-MAKING OHIO ELEVATOR for sale. Big dividends; a good living on a small investment. Will trade. Address, Money-maker, Box 2, Grain Dealers Journal, Chicago.

WESTERN OHIO—Up-to-date elevator, 30,000 bus. capacity, large corn and oats territory, no competition. This is a good elevator at the right price. Address, Merc., Box 10, Grain Dealers Journal, Chicago, Ill.

KANSAS ELEVATOR AND COAL business for sale. Located at Zenith, Stafford Co., Kans. Doing a good business. Owner leaving State reason for selling. Address, J. H. Wolf, Macksville, Kans.

SOUTHERN MICHIGAN—For sale, 5,000 bu. elevator, feed mill, flour and coal business in small town; good farming section; 13 miles from Detroit on M. C. R. R. Good house and barn. Address Southern, Box 4, Grain Dealers Journal, Chicago.

MINNESOTA ELEVATOR FOR SALE—Modern, 14 bin cribbed construction, has engines, dump and hopper scales, cleaners, eight bin coal house, corn crib. For further information and price write E. J. Matteson, St. Peter, Minn.

FOUR GOOD ILLINOIS ELEVATORS, located in Galliton County, one of the best wheat and corn counties in the State. All in good condition. Located on B. & O. S. W. Ry. Will sell together or separate. Address, Galliton, Box 2, Grain Dealers Journal, Chicago, Ill.

NEW ELEVATOR IN BANNER Wheat Co. of Mo. Big flour business. Seed, feed, fuel, etc., as side lines. Elevator on Wabash R. R. Capacity 10,000 bus. Must close estate. Address, Estate, Box 2, Grain Dealers Journal, Chicago, Ill.

TWO GOOD ILLINOIS ELEVATORS for sale. One is new; in same town of Parnell, Ill., on main line of I. C. R. R. Good grain point and coal business. Capacity 50,000 bus. No competition. Six-cent rate to Chicago and St. Louis. Easy payments. E. P. Armstrong, Bloomington, Ill.

OKLAHOMA ELEVATOR FOR SALE—Cribbed structure, 25,000 capacity, modern equipment, located in Corn Belt, where crops never fail. Feed, coal and flour business in connection. Price \$7,000, \$1,000 cash, balance to suit purchaser. Do not write unless you mean business. Address, Oklahoma, Box 2, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

ILLINOIS:—For sale; two of the best elevators and implement business in the Corn Belt of Illinois. Will sell together or separately. Thayer Elevator Co., Chrisman, Ill.

FOR SALE IN NORTHERN IOWA—A good cribbed elevator in good repair, a good station. Ill health reason for selling. Address, Myers, 306, Flour Exchange, Minneapolis, Minn.

NORTH DAKOTA:—For sale or trade for land a modern 30,000 bu., elevator located in a good grain section. Address, Wag, Box 1, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Two elevators in N. W. Iowa; three elevators in S. W. Minn., and one in S. E. South Dakota. All good paying properties. For full information apply to Dick R. Lane, Trustee, Davenport, Iowa.

FOR SALE—Elevator at Delta, Ohio, especially well equipped with cleaners, clippers and excellent steam plant. Coal business in connection. Town of 2,500 population. Plant should be seen to be appreciated. Address, Chas. G. Amendt, Monroe, Mich.

FOR SALE—Central Ohio elevator and coal yard, capacity 25,000 bus. small grain, 6,000 bus. ear corn and 300 tons of coal. Handles 100,000 bus. grain. Large retail business. Price \$8,500 cash. Good reason for selling. Address, Quick Sale, Box 12, Grain Dealers Journal, Chicago.

NORTHWESTERN OHIO:—For sale 20,000 bus., capacity. Good flour, feed and coal business in connection. On my own ground, three fifths of an acre. Centrally located. In town of 1,300 population. Must be seen to be appreciated. Address, Long Box 2, Grain Dealers Journal, Chicago, Ill.

MAPLE PARK, ILL. For sale, elevator, feed and coal business, 55 miles west of Chicago, on main line Chicago Northwestern Ry., consisting of 25,000 bu. elevator on private ground 167 ft. x 150. Also good feed warehouse, two stories, 30x60. Also coal sheds with sufficient yards for lumber business. John W. Glidden, DeKalb, Ill.

15,000 BU. CENTRAL KANSAS elevator for sale, modern crib elevator, with gasoline engine, sheller, cleaner and scales. Station ships 300,000 bus. annually. One competitor. Crops equally divided between wheat and corn. Crop failures unknown. Best competition. This elevator is in better location of the two. Feed business in connection. It will pay you to investigate. Address, Cribbed, Box 1, Grain Dealers Journal, Chicago.

TWO CENTRAL ILLINOIS elevators for sale. Located on C. & A., and Vandalla Ry's., 25,000 and 20,000 bu. capacity. On a direct line to Chicago, St. Louis, Peoria, Decatur and Indianapolis. Both elevators doing 250,000 bus. business. Coal business in connection. Will give full information on any inquiry. Address Two Bargains, Box 8, Grain Dealers Journal, Chicago.

NORTH DAKOTA:—For sale or exchange elevator handling 125,000 bus., yearly. Will trade elevator and residence for small farm near town or for elevator or feed business, must be near school and Catholic Church. Address, N. Dak., Box 1, Grain Dealers Journal, Chicago.

FOR SALE.

The undivided one-half interest in elevator at Pretty Prairie, Kans., 60,000 bus. capacity, in excellent wheat country, good railroad facilities, and the whole of 6,000 bus. elevator at Longford, Kans. The same will be sold at public sale at the office of the Eagle Milling Company at Newton, Kans., on February 5th, 1913, at two o'clock p. m. Address, H. W. Hart, Trustee, Newton, Kansas.

ELEVATORS FOR SALE.

MUST SELL NORTHEASTERN KANSAS 12,000-bu. elevator; gasoline power. Address, Dec., Box 12, Grain Dealers Journal, Chicago.

KANSAS—FOR SALE—Handiest "one-man" elevator in the State. Splendid territory, no competition. Coal and feed business. On market at a bargain for 30 days only. Address, Handy, Box 2, Grain Dealers Journal, Chicago, Ill.

ELEVATORS WANTED.

WANTED:—Elevator on Pennsylvania Ry., that will handle about 200 cars corn and oats annually. James M. Maguire, Campus, Ill.

WANTED—ELEVATOR in Illinois that will handle 250,000 bushels or better annually, conditions to be right. Address, No. 419, Holmes Bldg., Galesburg, Ill.

WANTED TO BUY—Old elevators, factories, mills and other buildings of size for wrecking purpose. Write us what you have. La Crosse Wrecking & Lumber Co., La Crosse, Wis.

WANTED—TO BUY AN ELEVATOR in Western Ohio or Eastern Indiana, handling not less than 100,000 bus., with a retail coal business in connection. Address, 100, Box 2, Grain Dealers Journal, Chicago.

RENTAL PROPERTY AND GOOD FARM to trade for good elevator. Elevator must show at least 125 cars grain per year. Will offer good trade. A. Schlientz, Brookville, Ohio.

WANTED to buy or lease an elevator in Illinois, Indiana or Ohio. Give full description, price, terms, etc., in first letter. Address, 1006, Box 11, Grain Dealers Journal, Chicago.

FOR SALE OR TRADE for elevator, 160 acres good land near Altamont, Kans. Give description, condition, and amount of grain handled at elevator. Address, Box 42, Shook, Kans.

WANTED:—A few medium priced elevators tributary to Chicago. Have buyers ready. Give full particulars regarding amount handled, competition, price and terms. James M. Maguire, Campus, Ill.

WANTED ELEVATORS handling 150 to 200 cars, mostly Corn and Oats, no retail business except coal, located on Penn. R. R., in Ohio or Indiana. Price must be right and competition O. K. Address, Sala, Box 1, Grain Dealers Journal, Chicago, Ill.

ELEVATOR BROKERS.

JOHN A. RICE, FRANKFORT, IND., exclusive elevator broker every day. Charge seller 2%.—Reliable work.

ELEVATORS WANTED:—If you want to sell your elevator without having it generally known, list with me. Have buyers all the time. James Maguire, Campus, Ill.

CASH BUYERS FOR ONE OR LINE of grain elevators, coal and hay businesses. Also farms to trade for elevators. Many propositions waiting. Let us have your elevator. Ohio Realty Co., Greenville, O.

PARTNERS WANTED.

PARTNER WANTED in a good, live grain business in Central Iowa. Only elevator; ships 300,000 bus. per year; coal and agricultural implements in connection; located on the I. C. R. R. in small town. One of the best grain points in Iowa. Want a man with experience and not afraid to work. Address, Partner, Box 2, Grain Dealers Journal, Chicago.

ELEVATOR LOCATION.

DESIRABLE LOCATION for distributing point, for large flour and feed mill. In K. C. with M. P. Switch in rear, street car in front. Has been used for same business for 15 years. Will rebuild to suit tenant and lease for five years. Have plans drawn for 12,000 ft. of floor space. Depot and team track within block. Z. T. Perkins, Lee's Summit, Mo.

SITUATIONS WANTED.

POSITION WANTED as manager of elevator. Have had several years' experience; best reference. Address, Lock Box 165, Humboldt, Iowa.

WANTED—A POSITION as manager of grain elevator; have 25 years' experience flour mill and grain elevator; am thoroughly competent in any capacity. Address, Box 121, Elwood, Ind.

POSITION WANTED as traveling solicitor or manager of good elevator co. Experienced. Ask for interview. Address, Solicitor, Box 1, Grain Dealers Journal, Chicago, Ill.

WANTED POSITION by young man. Three years experience in Chicago Board of Trade. Can buy grain, sell implements, material, etc. Know shipping end of business. Address, Assistant, Box 2, Grain Dealers Journal, Chicago.

COMPETENT ELEVATOR MANAGERS, operators and grain buyers can quickly secure positions to their liking thru an insertion of an advertisement in the "Situations Wanted" columns of the Grain Dealers Journal, Chicago.

WANTED A POSITION as manager of an elevator in a town where there are good schools. Age 34, steady, and have had 7½ years experience at one station. Can give good references. J. E. Raymond, Adair, Ill.

POSITION WANTED by grain buyer of 15 years' experience with Farmers Elevator Co.; am 35 years of age and understand grading and mixing. Now employed. Good reason for changing. Address "V," Box 2, Grain Dealers Journal, Chicago.

EXPERIENCED ELEVATOR MANAGER wants position as manager of one or more elevators. Buying, selling, office and elevator experience, railroad and mercantile training, age 33, married. Clean record and convincing references. Address, Mgr., Box 2, Grain Dealers Journal, Chicago.

14 YEARS' EXPERIENCE in buying and handling wheat and other grains, and am a good miller. Am said to be an expert on wheat inspection. Would like a position with a reputable firm. Now employed. Can furnish best of references; 35 years of age. A trial will convince. Address Wheat, Box 3, Grain Dealers Journal, Chicago.

HELP WANTED.

COMPETENT HELP WANTED everywhere. Everywhere competent help read the "Help Wanted" columns of the Grain Dealers Journal, Chicago, in finding satisfactory situations.

AN ALL-AROUND ELEVATOR MAN wanted to handle steam plant; married, sober. Steady job. Must be a mechanic. Can commence any time. Champaign County, Ill. Address, All-around, Box 2, Grain Dealers Journal, Chicago.

WANTED—Experienced married man as manager of our Western Iowa station, to take charge April first. Have a good position for the man capable of qualifying. Address, Hustler, Box 2, Grain Dealers Journal, Chicago, Ill.

SCALE SALESMAN WANTED for Illinois. We want a man to handle automatic scales. Must know the elevator trade and be familiar with its needs. Exceptional opportunity for a live able man. Replies confidential. Address, Scale, Box 2, Grain Dealers Journal, Chicago, Ill.

FIRST-CLASS MANAGER WANTED for individual elevator in Central Iowa doing 300,000 bus. business, thoroughly experienced in buying, selling and hedging. Able to take full charge. If you use liquor or smoke cigarettes do not apply. Take charge by Feb. 1. Address, Iowa, Box 2, Grain Dealers Journal, Chicago.

BUSINESS OPPORTUNITIES

WANTED—Bank ten thousand capital. Freda, N. Dak. Address M. J. Eldsmore.

MILLS FOR SALE.

FOR SALE—Feed Mill and Coal Yard, good Ohio location. Troy Feed & Fuel Co., Troy, Ohio.

200 BBL. MILL IN KANSAS wheat belt, in good condition, for sale or trade for land or merchandise. Geo. Hundertmark, La Crosse, Kans.

FOR SALE—75 bbl. mill and 8,000 bu. elevator in Northwestern Ohio. Located in good corn and wheat section; excellent market for clover seed. Good trade the year round. Poor health reason for selling. Box 39, Weston, Ohio.

FOR SALE IN WESTERN OHIO—Machinery for 40 bbl. flour mill. Complete, all in good shape. 25 H. P. gas engine (Calahan), good as new. Will sell together or separate. Will sell cheap if sold soon. Address, A. B. C., Box 2, Grain Dealers Journal, Chicago, Ill.

FLOUR AND FEED MILL for sale, located central N. Y., owned by a Chicago man; will sacrifice; take part in real estate, property inventory \$30,000, or sell half interest; profit \$30,000 annually; operated by competent man, who will continue if desired. H. L. Reed, Amsterdam, N. Y.

80 BBL. FLOUR MILL, new, steam-heated, cost \$12,000 to build exclusive of site; feed buhr in connection grinding 100 bu. per hour, located in good Southern Minnesota town; no incumbrance; will take \$7,000 cash or trade for clear property at cash value, want even deal; might sell on small payment down to active miller. The Hofer Co., 706 Andrus Building, Minneapolis, Minn.

FINE FLOUR MILL FOR SALE.

Big Bargain. A complete flour mill, 150 bbls. daily capacity, including boiler, engine, stack, pulleys, shafting, elevators, packers, etc., etc. Located at Beckemeyer, Illinois, on the B. & O. S. W., three miles west of Carlyle. Mill was erected three years ago and operated about six months. The undersigned bought the plant for grain storage, and will sell, or trade the entire plant, exclusive of buildings at a nominal figure. Call on or address Carlyle Milling Co., Carlyle, Ill.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

GRAIN FOR SALE.

KAFFIR CORN—We are contracting sales on new crop now. Get our prices. F. G. Olson, Mgr. Grain Dept., O. W. Cox, Woodward, Okla.

If Your Business

isn't worth advertising
advertise it for sale

KINSEY BROS.

GRAIN, HAY and SEED MERCHANTS
Field Seeds a Specialty
NORTH MANCHESTER, INDIANA

Have 10,000 Bu. CHICKEN FEED WHEAT on hand

Wire or Write for Samples and Prices

HUHN ELEVATOR COMPANY

Chamber of Commerce, MINNEAPOLIS, MINN

DIRECTORY

OF THE

GRASS SEED TRADE

ARCHBOLD, OHIO.

Hirsch, Henry, all kinds grass and field seeds.

BAMFORD, PA.

Hoffman, A. H., carlots or less seed wheat.

BUFFALO, N. Y.

Whitney-Eckstein Seed Co., seeds.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds.

Illinois Seed Co., The, grass and field seeds.

Mann, G. S., seed bkr., field seeds, poultry grain.

CINCINNATI, O.

McCullough's Sons Co., J. M., seeds.

LOUISVILLE, KY.

Louisville Seed Co., grass seed dealer.

Ross Seed Co., field seeds, exporters.

MILWAUKEE, WIS.

Courteen, S. G., field seeds.

Rosenberg & Lieberman, alfalfa, clover, etc.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seeds.

MITCHELL, S. D.

Dakota Improved Seed Co., millet, seed-corn,

NEW YORK, N. Y.

Liefmann's, Hamburg, rep. I. L. Radwaner, field sds.

Loewith, Larson & Co., clover, grass, field seeds.

TOLEDO, O.

The Toledo Field Seed Co., clover, timothy.

TORONTO, ONT.

Steele, Briggs Seeds Co., Ltd., field seeds.

BUCKWHEAT FOR SALE.

BUCKWHEAT—We are in the market for buckwheat in any quantity, car lots and less. Mail sample and quote lowest price F. O. B. your station. H. J. Klingler & Co., Butler, Pa.

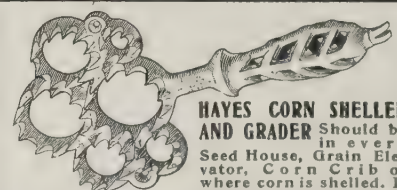
HAY WANTED.

WANTED—100 Cars Oat Straw.
C. T. Hamilton, New Castle, Pa.

HAY & STRAW WANTED—Correspond with us. W. J. Armstrong, Milwaukee, Wis.

HAY & STRAW WANTED—Correspond with us. T. D. Randall & Co., Suite 65-68, 234-236 S. La Salle St., Chicago, Ill.

GOOD HAY WANTED—Those in the market for good hay and straw can quickly satisfy their want thru an advertisement in the "Hay Wanted" columns of the



HAYES CORN SHELLER AND GRADER

Should be in every Seed House, Grain Elevator, Corn Crib or where corn is shelled. It shells and grades seed corn, removes smutty end or bad grains from good seed ears. Works better and quicker than a \$30 machine. Price \$1.00. Write for circular. Agents wanted. HAYES SEED HOUSE, - - Topeka, Kan.

SEEDS FOR SALE—WANTED

GRAIN WANTED.

WANTED—YELLOW EAR CORN. C. T. Hamilton, New Castle, Pa.

IN THE MARKET for ear corn, white oats, bran and other feeds. A. S. Lewis, Dallas, Texas.

WANTED—Off grade and salvage wheat and corn of every description. I make a specialty of it. C. C. Lewis, Chamber of Commerce, Buffalo, N. Y.

CHICKEN GRAIN WANTED—Mail samples and quote car lots off grade wheat, rye, barley, millet, kaffir, milo and cane seed. Stratton & Russell, Wholesale Grain & Commission, Memphis, Tenn.

FUTURES
Clover—Alayko—Timothy
SOUTHWORTH & COMPANY
Produce Ex., TOLEDO, O.

Don't You Need Clover Seed ree from Buckhorn? We are the largest dealers in north-eastern Indiana, the heart of the Clover Section, that buy all Seeds direct from the growers. We do not handle any Foreign Seeds whatever. Write for samples, can furnish same in 10 bags to car lots at all times.

STIEFEL & LEVY, Fort Wayne, Ind.

We Buy and Sell
Wheat Screenings, Cane seed, Salvage Wheat, Kaffir Corn. Write or wire for prices.
HENRY LICHTIG GRAIN CO., Kansas City, Mo.

Can You Offer
Cane - Millet - Clover - Pop Corn
Send Samples
J. G. Peppard Seed Co.
Kansas City, Mo.

SEED CORN

I have some very fine seed this season of my improved yellow dent, also white dent to offer either wholesale or retail. Guaranteed 95% germination. If interested, address

H. T. STOUT
CRAWFORDSVILLE INDIANA

SEEDS WANTED.

WANTED FIELD SEEDS, all varieties. Quote, with samples. J. Oliver Johnson, Chicago, Ill.

WANTED:—Timothy, Clover, Buckwheat. Send samples with lowest offers. G. S. Mann, 620 Postal Tel. Bldg., Chicago.

SEED OATS WANTED—Mail samples; only fancy qualities desired. State quality and lowest price delivered Milwaukee. L. Teweles & Co., Milwaukee, Wis.

WANTED FOR SEED PURPOSES—Direct from country dealers in less than car lots. Spring Rye,—Beardless Spring Barley,—Barley,—Canada Field Peas,—Cow peas,—Millet,—Spring Wheat,—Buckwheat,—Timothy,—Clovers,—Alsike,—Alfalfa,—Early Ohio Potatoes,—Grass Seeds of all kinds. Send samples, state quality and quote price wanted. A. H. HOFFMAN, BAMFORD, PA.

HAYES SEED HOUSE

WE BUY AND SELL

Seed Corn, Kaffir, Cane, Milo Maize, Millet, Alfalfa, Clover, Timothy, Grass Seed. Largest Dealers in Pop Corn.

CORRESPONDENCE SOLICITED **TOPEKA, KANS.**

SEEDS

Grain, Clover and Grass Seeds,

CHAS. E. PRUNTY,

7, 9 and 11 South Main St. **SAINT LOUIS**

SEED MERCHANT

Grower of Spanish Canaryseed

Importer of

Hemp, Rape, Niger, Millet Seed, and Cuttle Fish Bone

And BIRD SEEDS OF ALL KINDS

Cleaned by Patent Machinery. Will be very pleased to submit samples. Head Office:

JOHN MACQUEEN, 33 Brown St., GLASGOW

SEEDS

We are buyers and sellers of Clovers, Timothy, Millets, Cow Peas, etc.

Write us when interested.

John J. Buffington & Co.
5 and 7 W. Lombard Street,
BALTIMORE, MD.

SEEDS FOR SALE.

SEED CORN—Grower of champion bushel of corn at the Land Show. Competition from seven States; grains, timothy and clover seeds. J. W. Beckman, Cokato, Minn.

GERMAN MILLET is our specialty and we are now in a position to offer in large or small quantities. Correspondence solicited. D. H. Clark, Galt, Mo.

IF YOU WANT to buy or sell any quantity or quality of field or grass seed—make your want known thru an insertion of an advertisement in the "Seeds Wanted-For Sale" columns of the Grain Dealers Journal, Chicago.

CHOICE WHITE WONDER and Mammoth Yellow Seed Corn. Shelled, graded, sacked, F. O. B. Tonkawa, Okla., \$1.50 per bushel. Send check, p. o. order or draft with your order, as we have only a limited supply and good seed corn is going to be hard to get this season. Address, Cassity Grain Co., Tonkawa, Okla.

CANADIAN FIELD PEAS \$1.65 per bu., in car lots or less, sacks included. Red Clover, Crimson Clover, White Clover, Alsike Clover, Timothy, Red Top, Orchard Grass, Ky. Blue Grass, Rye Grass, Sorghum, Dwarf Essex Rape, Sunflower, Hemp, Bird, Millet, Kaffir Corn, Milo Maize.

Crushed Oyster Shell, \$7.00 per ton in ton lots, or \$6.00 in car lots.

BOLGIANO'S SEED STORE
Baltimore, Md.

Write for prices and samples. Est. 1818.

We have a choice lot of Pure Bred Reids Yellow Dent, Silvermine, Leaming and Johnson County White Dent Seed Corn, grown on our own farm. Can furnish in large or small lots. Write us for price.
McGREER BROS. COBURG, IOWA



Timothy—Red Clover—Alsike—Alfalfa—White Clover—Crimson Clover—Canada Bluegrass—Kentucky Bluegrass—Redtop—Millets—Lawn Seed—Orchard Grass—Seed Grains—Peas—Popcorn, etc.

Whitney-Eckstein Seed Co.
BUFFALO, N. Y.

Correspondence Solicited



ESTABLISHED 1877

FETERITA

Wholesale trade supplied. Also Extra Dwarf Black-Hull White Kaffir, Extra Dwarf Milo Maize, White Milo Maize, Seeded Ribbon Canes, Etc.

PITTMAN & HARRISON COMPANY
SHERMAN, TEXAS **CLAREMORE, OKLA.**

SEEDS FOR SALE—WANTED

SEEDS FOR SALE.

FOR SALE—High Grade Seed Corn, Oats and Barley. Samples on request. Allen Joslin, Holstein, Iowa.

SEEDS FOR SALE—Recleaned red clover, timothy and red top seeds. Low prices. Write for samples and prices. J. M. Schultz, Teutopolis, Ill.

SOY BEANS—Northern Grown. "The Roosevelt" for grain or hay. Frank Greenwell Jr., Hometown, Allen Co., Indiana.

REID'S YELLOW DENT SEED CORN, Great Dakota White Oats, and Black Victor Oats. Send for samples and circular. Address, J. E. Wilson, Wingate, Indiana. Reference: State Experiment Station. Won 1st prize Indiana Grain Dealers Show.

SEEDS Red, Alsike, White and Alfalfa Clovers, Timothy and Millet Seed, Field Peas and Seed Corn.

Ask For Prices—Send Us Samples.

L. TEWELES & CO. MILWAUKEE WISCONSIN

THE ILLINOIS SEED CO., Chicago, Ill.

WE BUY AND SELL

TIMOTHY, RED, WHITE, ALSYKE AND ALFALFA CLOVERS, RED TOP, MILLETS BLUE GRASS, SEED GRAIN.

Ask for Prices. Mail Samples for Bids.

SEEDS FOR SALE.

SEED CORN, grown in Otoe Co., Nebraska. Seven varieties. Any quantity. Edward Bartling Seed Co., Nebraska City, Neb.

STANDARD DRY-LAND GRAIN and field seeds for sale in car-lots or less. Hunt Grain Co., Colorado Springs, Colo.

SEED CORN

Lake Side White

Extra Early, Ear or Shelled.

Write us.

Kiest Milling Co., Knox, Indiana.

NEW CROP HOME GROWN

TIMOTHY, RED CLOVER (MEDIUM OR MAMMOTH) AND ALSIKE SEED, raised in the banner field district of the United States. It's the quality your competitor would like to have. Value compares with quality. Write for samples and prices. Five bag lots to carloads. Address The Sneath-Cunningham Co., Tiffin, Ohio.

SEEDS—Clover Seed

with purity test as per your state requirements. Samples mailed—with delivered prices.

O. GANDY & CO., South Whitley, Ind.

WANTED—RED CLOVER

Alsyke, Timothy, Mixed Alsyke and Timothy, Etc.

Send Samples stating quantity.

THE ADAMS SEED COMPANY, Decorah, Iowa, Box 9

SEEDS FOR SALE.

ALFALFA SEED grown in Utah and Idaho. Highest grades. Also Red Clover and Timothy seed. Write us. C. A. Smurthwaite Grain & Milling Co., Salt Lake City, Utah.

SEED CORN FOR SALE, both early and late varieties. We make a specialty of car load lots, samples on application. Also oats and wheat. Vermillion Seed House, Vermillion, S. Dak.

MARQUIS WHEAT FOR SALE—The World's Champion variety. Price recleaned \$1.65, including sacks; car lots \$1.50 per bu., in bulk. Traquair Bros., MacDonald Hills, Sask., Canada.

The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited. Send us your samples.

Toledo, Ohio.

FOR SALE

Choice Wisconsin grown Clover Seed

SAMPLES UPON REQUEST

Pfeiffer Lumber Co.

DURAND, WIS.

Seed Dept.

Mr. Kar-Lot

Kaffir Korn Konsumer

Do you receive our quotations?
If not, write today.

Tomlin Grain Co.

Board of Trade

Kansas City, Missouri

Buyers and Distributors Kaffir Korn and Milo Maize.

The PHILADELPHIA SEED CO.

Incorporated

PHILADELPHIA - PA.

Offer Imported White Field Peas, Sunflower, Millet, Hemp, etc.

Buyers Clover, Timothy, Alsyke, German Millet, Kafir, etc.

Minneapolis Seed Company
Minneapolis, Minn.

SEEDS

OUR SPECIALTY IS TIMOTHY

Send Samples for Prices

W. H. SMALL & COMPANY

Evansville, Indiana

FIELD SEEDS AND GRAIN

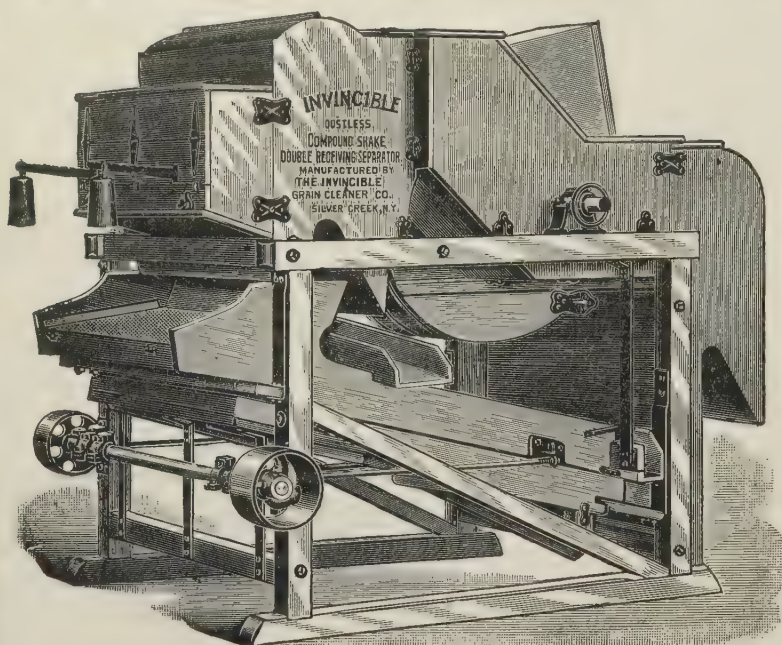
If you have Seeds to sell, send us samples.

If you want to buy, ask us for samples.

LET'S GET ACQUAINTED



Something Every Elevator Needs



It is a well known fact that clean grain will keep better than dirty.

Dirt also lowers the quality at the terminal market.

Hence all Elevator men when receiving grain from various growers should run it through an

Invincible Dustless Compound Shakeless Receiving Separator

Following this suggestion will mean money to you. You will thereby not only avoid loss by heating, but will also raise the grade and get a better price.

We cannot fully describe here the various sizes and kinds of machines which we make as we build them to suit every need.

Write us and we will gladly send you full information free.

INVINCIBLE GRAIN CLEANER CO., Silver Creek, N. Y.

F. H. MORLEY, Jr., 311 Traders Bldg., Chicago, Ill.
C. L. HOGLE, 622 Board of Trade, Indianapolis, Ind.
C. WILKINSON, 6027 Chestnut St., Philadelphia, Pa.
CHAS. H. STERLING, Jefferson House, Toledo, Ohio

REPRESENTED
BY

F. J. MURPHY, 234 Exchange Bldg., Kansas, City, Mo.
F. E. KINGSBURY, Terminal Hotel, St. Louis, Mo.
J. J. CROFUT & CO., 612 McKay Bldg., Portland, Ore.

SPECIAL SALES AGENTS: BUCKLEY BROS., Louisville, Ky.,

STRONG-SCOTT MFG. CO., Minneapolis, Minn.

ARE YOU PAYING No. 3 PRICE FOR No. 4 CORN?

The Brown-Duvel Official Moisture Tester

will not only keep you right on the buying end, but will save you hundreds of dollars on knowing the grade of corn you have, to market.

Your customers will be better satisfied when you demonstrate the condition of their corn with this Official tester. Let us send you free the names of a few dealers in your vicinity who are using this machine. Communicate with the user. Learn from his standpoint, what this Official tester means to him and his business in real money.

Our testers are manufactured strictly in accordance with Government specifications. Prompt shipment from Chicago.

The Seed Trade Reporting Bureau

Postal Telegraph Bldg., Chicago

We have a few slightly used testers of the so-called "Improved" type, which we offer at a bargain.

HESS { Grain Dryers All Sizes—For All Purposes. Improved BROWN-DUVEL Moisture Testers

High steel stands with shelves; Copper flasks; Brass tubes; Burns gas, gasoline, alcohol or electricity.

These protect the grain man against incorrect judgment in buying; against deterioration of grain in storage. They enable him to improve his grain and to tell with absolute certainty that it will make the grade he wishes.

They are his best INSURANCE against loss, and they win profits not obtainable otherwise. Hundreds of dealers equipped themselves in 1912. What are your needs for 1913?

Hess Warming & Ventilating Co.

907 Tacoma Bldg., Chicago

A new Moisture Tester booklet, with latest and complete instructions for testing all kinds of grain, is just from the press. Every grain dealer should have one. Ask us for it.

GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month

by the

Grain Dealers Company

315 S. La Salle Street, Chicago, Ill.

CHARLES S. CLARK, Manager

SUBSCRIPTION RATES

To United States, Canada and Mexico one year \$1.50; two years \$2.50; one copy 10 cents.
To Foreign Countries within the Postal Union, prepaid, one year \$2.50; two years \$4.00.
A Red Wrapper on your Journal means your subscription has expired.

THE ADVERTISING

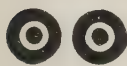
value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

LETTERS

on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.



GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

CHICAGO, ILL., JANUARY 25, 1913

REBATES may have been abolished in Colorado, but recent investigations develop the fact that more than half the people are riding on free passes and that large shippers seldom pay carfare.

IT IS gratifying to note the frequency with which our news items disclose the tendency of builders of new elevators to provide facilities for making chops. With little extra expense many elevator men can utilize surplus power and off-grade grain profitably.

JUDGING from two letters we have received from grain dealers in different states, the experiences of members of the grain trade with the Barr & Widen Merc. Co. of St. Louis would make extremely interesting reading to others who paid for their service.

SENATOR CUMMINS of Iowa has introduced a bill providing for a tax of 10% upon all stock exchange and board of trade transactions, when sales are made by parties not owning the stock or commodity sold. While there is little probability of any legislation of this character getting thru Congress during the next thirty-seven days, it is hoped that the agitation resulting from the Senator's bill will result in the education of a few more blind men.

THE CAR SHORTAGE in Iowa has resulted in two meetings of grain shippers this month, to compare notes and devise means for obtaining relief. The agitation has already been fruitful of good results, as the offending lines are making an earnest effort to divert empties to the congested territory and they promise to continue their efforts until the bulging elevators are relieved.

NOW THAT the state legislatures are at work again, employers of labor may expect to be confronted by many wild schemes for compelling the insurance of employees against injury while at work. Indiana is threatened with a socialistic scheme which would place all such insurance in charge of the state and the employers would be charged for the insurance, yet have no voice in its management.

A SCOOPER doing business in Indiana has recently been sued by several farmers who were unable to obtain pay for produce delivered to the fly-by-night. This is but a repetition of the experiences of many other produce growers who have sought to go around the man who invests money in providing first-class facilities for handling their grain and keeping it open for their use the year round.

THE AGRICULTURE DEPT. seized several cars of feed barley at Chicago last week. The principal offense, so far as the public has been able to learn, is that the barley was not strictly No. 1. Up to the present writing it has not been determined whether the weather man or the farmer who grew the stuff are real offenders. It was sold as "feed barley," billed as "feed barley" and no attempt whatever was made to deceive anyone. The buyer made no complaint. If the products of the soil which are not first-class are to be condemned and confiscated, then the government will surely have its hands full, for the grain growers will overthrow it.

THE COMMISSION merchant who buys in for his own account grain consigned to him for sale for the account of the shipper is almost unknown, because most of the exchanges now specifically forbid any agent representing both parties to a transaction. We have recently been reminded that the Milwaukee Chamber of Commerce has a rule prohibiting its members even offering to buy grain or seed consigned to them for sale for the account of the shipper, and those who violate the rule lay themselves liable to a fine of \$250 to \$1,000. No man can serve two masters faithfully. The laws of the land have long since prohibited many agents attempting such double service, and those exchanges which have not a rule prohibiting such practice owe it to themselves and the trade at large to adopt one.

KANSAS is threatened with a deluge of legislation on grain inspection, because the politicians want more places. Some of them seem to think the grain actually needs inspection at every turn of the road. Again the producer and the consumer will pay the bill.

RAILROAD car weighing methods are being investigated by a special examiner of the Interstate Commerce Commission, at the behest of shippers who claim the railroad weights are unreliable. In connection with this investigation it is interesting to note that the track scale experts of the Minnesota Railroad & Warehouse Commission tested 361 railroad scales during the year ending Nov. 30th. Of this number but 158 were found to weigh correctly, 165 weighed less and 38 weighed over correct weight. Seventy-six scales were unsealed on account of broken and worn out parts, faulty construction and poor foundations. Six railroad scales were condemned outright, so there seems to be more than a suspicion that the railroad scales are not giving correct weights.

SHINGLE ROOFS are credited with so many fires in grain elevators, the wonder is the insurance companies will write a policy on such a plant. In view of the fact that the mutual companies making a specialty of grain elevators and contents allow such a handsome credit for iron cladding, the greater wonder is that any grain elevator owner or elevator builder will even consider the placing of a shingle roof on a building or permit it to remain there. The actual cost of a roof is about the same, whether it be iron or wood, the cost of maintenance is not much different, but the increased cost of insurance each year on the elevator and its contents by reason of shingle roof makes it almost prohibitive to the grain man who desires to conduct his business at a profit.

ACCORDING to a new ruling of the high lords of the postoffice department, grain dealers who desire to send samples of grain and seeds by mail can no longer have them carried to any point two ounces for one cent as heretofore, and what is more they must carry them to the postoffice and attach parcel post stamps to each package at the rate of one cent an ounce up to four ounces and at parcel post rates above that weight. The wide difference in the practice of the different postmasters has kept the members of the trade guessing as to what they could do, and even this latest rule of extortion must be welcomed by many who are extensive users of mails for transmitting samples. However, it is not clear that such samples will be kept with fourth class matter, as they have been carried as third class matter for many years.

REPORTS from Iowa and Indiana are to the effect that much corn is laying on the ground. This is a good thing for the corn. Late rains and snow will improve its grading in the central markets, and we hope will hasten the day when country buyers will discourage careless handling of grain on the farm by grading grain purchased as it must be graded in the central markets.

THE POMERENE B/L Bill, which has passed the senate and is now pending in the House, merits the earnest support of every shipper, as it insures for all shippers fairer treatment at the hands of railroads than they have yet received. If you have not taken this matter up with your representative in the lower house, do so NOW. The session will close soon and unless tremendous pressure is brought to bear on congressmen, the good work done up to the present time will fail of its purpose.

AFTER March 1st railroad companies at Missouri and Ohio River points will not be permitted to pay elevation allowances in excess of $\frac{1}{4}$ c per bushel for transfer and ten days' storage. This is not enough for the average elevator, in fact each elevator should have at least $\frac{1}{4}$ c per bu. for transfer, and as much for 10 days' storage. The Interstate Commerce Commission in reducing the elevation allowance from $\frac{3}{4}$ c to $\frac{1}{4}$ c has gone too far. Elevator owners and operators are seldom so well fixed that they can afford to furnish the railroads terminal depot facilities for bulk grain for a pittance. If the railroads are unwilling to provide terminal facilities to relieve their rolling stock, they should be only too glad to pay grain men who will provide such facilities a fair compensation for the service. The railroads are interested only in the prompt unloading of their cars. Let the owners of the grain pay.

CAIRO has a Board of Trade and many reputable members. They are doing business on the square and striving to protect shippers who patronize that market. However they can not be expected to undertake to protect country shippers from nomadic sharpers who temporarily make their headquarters in Cairo. In our news columns this number is recited the disappearance of a receiving firm which was in business in that city less than a month, but this was long enough to fleece a number of shippers of their hard-earned cash and to induce others to ship at least twelve carloads of grain open. At last accounts these cars were standing in the yards at Cairo, awaiting the disposition of the sharpers. Fortunately for the consignors of that grain, the sharpers had already disappeared. Time and again we have implored readers to confine their dealings in organized markets to members of the grain exchanges. Sec'y Riley in furtherance of that idea has appealed to members of many exchanges to print on all stationery evidence of their membership. We have just received a letter from a Missouri shipper, complaining of his inability to collect several hundred dollars due him from a sharper in another market, a sharper who tho he has applied for membership in the organized exchange repeatedly, has been turned down, and whenever he is crowded too closely for money due shippers, he simply organizes a new company and goes on skinning suckers. When will shippers discern the difference?

ACCORDING to a sensational press, a Chicago lawyer and a New York engineer have both gone to Europe to raise money to build grain elevators everywhere, even along the banks of the Amazon, where no grain is raised. It is to be regretted that the imaginative reporter did not also have them build grain elevators of the latest and best design on the spots previously occupied by the poles. The grain handling methods of the grain raising nations of the world cannot be reformed in a minute by either the reporters or the financial schemers of the world.

THE FAMOUS bleached flour case, in which the Department of Agriculture has been striving to stop the electrical bleaching of flour, has been remanded by the U. S. Circuit Court of Appeals for retrial. Judge McPherson, with his usual eagerness to secure a verdict in compliance with his own prejudice, issued instructions to a jury which the higher court claims was an error. Judge McPherson has been reversed on many decisions. It is to be hoped that the case will now be taken to the Board of Chemical Experts, commonly known as the Remsen Board, who are alone qualified to say whether or not the bleaching of flour is injurious. The Board was instructed by the department to conduct experiments along this line, and no doubt has obtained valuable data, based on facts. A decision from unprejudiced chemists would be of far greater value to the nation than from any twelve men picked promiscuously from a jury panel and dictated to by a prejudiced judge.

THE MOISTURE TEST.

Just complaints intelligently directed generally result in good to all interested, while kicks at random do not accomplish more than the multiplication of the dissatisfaction of the kicker. The secretary of the Indiana Ass'n. recently informed the Buffalo members of his ass'n. of the marked variation in the moisture test on the same grain conducted at Indianapolis and Buffalo. The complaint was followed by an investigation on the part of the president of the Buffalo Corn Exchange, which has disclosed such a wide variation in the methods of conducting moisture tests as to preclude the possibility of obtaining uniform results.

The moisture tester is not a complicated machine, neither is it an automatic device, and the man who is averse to giving close attention to every detail of conducting tests carefully and systematically is simply throwing away his time, material and misleading himself.

Mr. Kennedy's twelve questions are published in our report of the Indiana meeting. The replies from the different moisture testing authorities were so widely at variance as to make many of the testers appear ludicrous. Anyone who has witnessed testing for moisture will readily appreciate that the results on the same grain would vary greatly if the methods of testing were not uniform. It is absolutely necessary to weigh the sample to be tested accurately, else the moisture discharged into the condenser tube is sure to be greater. The man who leaves his flask in the blaze only 10 minutes cannot expect to obtain the same percentage of moisture as he who keeps it there 20, or as extremists do, 22 minutes. The humidity of the atmosphere, the temperature of the room and the temperature to which the flask's contents is

raised, are all potent factors which must be given serious consideration, and surely, unless uniformity of practice is followed in conducting every test, widely diverging results will be obtained.

The government has issued a bulletin on how to conduct moisture tests, which was reflected in these columns two years ago. The result of the complaint and the investigation which followed in this case must surely lead to greater care in conducting moisture tests everywhere; otherwise the tests will be of no value.

UNIFORM GRADE RULES TO BE ABANDONED.

The Toledo Produce Exchange was one of the first to declare in favor of uniform rules for grading grain. In the early days of the agitation for uniformity it adopted uniform rules and has conscientiously enforced them, but it seems that Toledo lost some business to markets that did not see fit to join in the fight for uniformity. Accordingly, at a recent meeting of the directors of the Produce Exchange, the following resolution was adopted:

"We have been trying for years to secure uniformity of inspection of grain in all primary markets. Our department under Chief Culver has fairly and honestly lived up to the SPIRIT and the LETTER of the uniform grade rules, recommended by him to the Grain Dealers National Association and adopted by our Exchange in good faith, and from our observation and all the information we have been able to gather, all the other primary markets have adopted the uniform grade rules in phraseology only, and have kept right on inspecting and grading grain to suit their own markets and the requirements of their particular territory, and not only so, but some of them have invaded our territory and taken thousands of cars of grain naturally tributary to this market, because of more liberal grading in competing markets.

"We are not in favor of lax inspection of grain—but when we have an efficient Chief Inspector, as we have in Toledo, we are in favor of a MORE LIBERAL INTERPRETATION of the Rules by the INSPECTION DEPARTMENT. Just so long as human judgments differ—just so long as selfish interests in mankind predominate—just so long as soil conditions and climatic surroundings are not identical in every respect in all sections of the country, just so long will it be practically impossible to secure uniformity of inspection of grain in all markets of the country. We are therefore heartily in favor, the coming year, of OUR INSPECTION DEPARTMENT BEING OPERATED WHOLLY AND INDEPENDENTLY, IN TOLEDO, FOR TOLEDO AND IN THE INTERESTS OF TOLEDO territory and for the increase of business in this market. We are also in favor of the Government standardization of all grades of grain and the supervision by Government Commission during the movement of each cereal during the year at all primary markets."

Every intelligent grain dealer recognizes that it is to the interest of the entire trade to have uniform rules governing the grading of grain, uniform trade rules, uniform arbitration rules, uniform business rules of every character, yet uniformity cannot be obtained unless the shippers stubbornly ignore the tempting bait of those markets which promise lax inspection or regulation as compared with the other markets seeking their grain. Not only should the entire trade co-operate in an effort to obtain uniformity, but they should join hands in the employment of supervisors who should travel about for the purpose of insuring uniformity. Uniform rules is not the only thing necessary to uniform grading.

The abandonment of the uniform rules by Toledo is a step backward for the trade, but still Toledo cannot be blamed for attempting to recover its business lost thru the rigid enforcement of the rules.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

CAN SHIPPERS BE COMPELLED TO LOAD OVER 56,000 LBS. CORN?

Grain Dealers Journal: Can the railroads compel shippers to load large cars with more than 56,000 lbs. corn. Some of the Indiana shippers claim their roads insist on cars being loaded to market capacity.—W. E. Shelden, Jackson, Mich.

Ans.: No. No matter how great the capacity of a car the shipper can not be required to load more than the minimum, 56,000 lbs.

BOOK EXPLAINING BOARD OF TRADE AND GRAIN BUSINESS.

Grain Dealers Journal: I would like to learn of a book which explains in a concise way the workings of the Board of Trade, what the different grades of grain consist of, and the grain business in a general way.—W. H. Harbor, Henderson, Ia.

Ans.: For a good outline of Board of Trade transactions see the "Book of the Board of Trade." For the rules for grading grain see pamphlet issued by the Illinois State Grain Inspection Department, Chicago.

HOW TO INSURE AT LESS THAN LINE COMPANY RATE?

Grain Dealers Journal: We are grain dealers here and would like to learn if the grain dealers have not an insurance plan whereby the insurance of the grain dealers could be written for less than what the old line companies charge.—Casper Storage Co., Casper, Wyo.

Ans.: Grain dealers get insurance at a reduced rate thru their mutual companies, usually at about 35 per cent of the basis rate, effecting a great saving over the cost of insurance in stock companies. The advertisements of the best mill and elevator mutuals will be found on the last page and inside rear cover page of the Grain Dealers Journal.

CAN CARRIER CHARGE DEMUR- RAGE WHEN WEATHER PRE- VENTS LOADING?

Grain Dealers Journal: On Jan. 14 I ordered a car to be loaded Jan. 17. Between 8 and 9 o'clock on Jan. 16 a car was set in; but on the morning of Jan. 17 it was raining very hard and I was informed by the agent by 'phone that car service would count for that day. He also suggested sending out that car and ordering another.

I was perfectly helpless, as the farmers could not deliver their corn in the rain, and it takes two days of good weather to load a car, having to haul the grain one to two miles over soft roads. I refuse to pay any car service under such conditions, but am willing to pay when I am in fault and the time of loading exceeds the 48 hours allowed me.

I would like to have brother dealers

who have had such experience give their opinion in "Asked & Answered" column. My elevator is on the Cincinnati & Cleveland division of the New York Central. It usually takes several days to get a car.—Cass M. Elliott, Hamilton, O.

EXPERIENCE WITH THE MOIS- TURE TESTER.

Grain Dealers Journal: We note a letter in your Jan. 10th number, signed "K. C. O.," who asks for experiences of dealers relative to moisture testers. It would seem that this party is not carefully reading the Grain Dealers Journal, or he would have read a great many articles from grain dealers who express their views relative to moisture testers. We would suggest that this party communicate with any or all of the following, who we believe would be very pleased to answer: Farmers Elevator Company, Green Mountain, Iowa; Updike Grain Company, Omaha, Neb.; Neola Elevator Company, Chicago, Ill.; C. T. Pierce, Van Wert, Ohio.—Yours truly, The Seed Trade Reporting Bureau, L. M. Smith, Pres., Chicago.

KANSAS ASS'N PROGRAM.

The program for the 16th annual meeting of the Kansas Grain Dealers Ass'n to be held in Kansas City, Mo., next month follows:

TUESDAY, FEB. 11TH, 1913.

Board of Directors will meet at 9:30 A. M.

FIRST SESSION—TUESDAY, FEB. 11, AT 2 P. M.

Address of Welcome—George A. Aylesworth, Vice-Pres. Kansas City Board of Trade.

Response—W. C. Brown, President Kansas Grain Dealers Ass'n, Beloit.

President's Address.

Reading Minutes of Last Annual Meeting.

Address—Who Is Who in the Grain Trade—J. F. Courcier, Sec'y of the National Grain Dealers Ass'n.

The Relation of the Carrier to the Grain Dealer—E. Bossemeyer, Jr., Superior, Nebr.

General Discussion.

Appointment of Committees.

SECOND SESSION—TUESDAY AT 8 P. M.

Secretary's Annual Report.

The Duties of a Country Grain Dealer to Himself, to his Competitor, to his Commission Man, to the Trade; and what he should Expect and Demand from the Common Carrier and Farmer—James Robinson, Potter.

Installation and Proper Care of Scales—M. H. Starr, Scale Inspector of the Kansas Grain Dealers Ass'n.

General Discussion.

THIRD SESSION—WEDNESDAY, FEB. 12TH, AT 2 P. M.

Shall we Demand of Carriers that they Furnish us Cooped Cars for Loading Bulk Grain—Subject introduced by J. H. Dougan, Topeka.

The Necessity of Fire Escapes on Small Elevators—W. L. O'Brien, Assistant Labor Commissioner, Topeka.

General Discussion.

THE KANSAS CITY BOARD OF TRADE WILL ENTERTAIN IN THE EVENING.

FOURTH SESSION—THURSDAY, FEB. 13TH, 10 A. M.

Presentation and Payment of Claims—H. C. Pribble, F. C. A. of the A. T. & S. F. R. R. Co., Topeka.

Pending Federal Legislation as Affecting the Grain Trade.

General Discussion.

FIFTH SESSION—THURSDAY, FEB. 13TH, AT 2 P. M.

Secretary's Financial Report.

Report of Auditing Committee.

Report of Arbitration Committee.

Report of Resolution Committee.

New Business.

Election of Officers.

Adjournment.

BARLEY SEIZED BY GOV- ernment.

Three cars of barley in transit from Minneapolis to Newport News were seized at Chicago, Jan. 22, by Pure Food Inspector J. R. Garner and United States Marshal W. P. Holden on the charge of adulteration with weed seeds and screenings.

The shipments were made Jan. 16 and 17 by the Van Dusen-Harrington Co. and the Merchants Elevator Co., of Minneapolis, and part was consigned to the J. Rosenbaum Grain Co. Several other cars make up the shipment and may be seized. The grain is feed barley, for export, and the alleged adulteration is said to be a violation of section 7 of the pure food and drugs act, which prohibits the reduction of the quality or strength of any article in interstate commerce.

The December 25th number of the Grain Dealers Journal was surely full of valuable information.—Boyd Blakeman, agt. Seth Jones, Creighton, Neb.

I have enjoyed reading the Grain Dealers Journal very much and have received a great deal of useful information from it.—F. L. Smith, agt. Cargill Elvtr. Co., Cayuga, N. D.

WHEAT production in Argentina, Australia, and New Zealand, this season is 321,000,000 bus., or 130.7 per cent of the production in those countries last season, as reported by the International Institute of Agriculture.

EXPORTS OF GLUCOSE for the eleven months preceding Dec. amounted to 123,782,721 lbs.; compared with 133,763,103 lbs. for the corresponding period of 1911, as reported by O. P. Austin, chief of the Bureau of Statistics.

CORN contains more oil than usual. This is so in Ohio, Indiana and Illinois corn. Illinois dealer says grain handlers must be more careful than usual about carrying winter shelled corn into the Spring months. The kernels are full of vitality and anxious to grow at the first opportunity that they get at heat and moisture. Illinois corn shows ten per cent more oil than usual.—C. A. King & Co.



J. H. Ridge, Peoria, Ill.
Elected Pres. Board of Trade.

Letters From Dealers

[Here is the grain dealer's forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

POSTAGE RATES ON GRAIN SAMPLES.

Grain Dealers Journal: A recent ruling of the Post Office Department on parcels post, places samples of grain when not for planting purposes in the merchandise class, or 1c for each ounce when less than four ounces in weight. The former rate on seeds, which includes grain samples, was 1c for each two ounces.

This is something which should be taken up at once with the Parcels Post Department, as grain samples are of no value.—Yours truly, W. E. Shelden, Jackson, Mich.

WISELY SATISFIED WITH HIS SHARE.

Grain Dealers Journal: I buy grain at a price given by my company and so long as I get a good share of the grain, that is about all I can do for it. Unfortunately our town is supplied with too many elevators and a fellow hardly dares to put forth any effort to buy grain or he will antagonize his competitors. There isn't enough grain here to fight over, so we figure that we had better just take our share and make a profit on it than to buy a lot more grain at little or no profit.—J. Herman.

DISCRIMINATION IN FURNISHING CARS.

Grain Dealers Journal: The shortage of cars here has tied up our business for a month with the house full of grain. I could not handle the corn I had bot from farmers and they had to haul to another railroad which was able to furnish cars.

We have waited four to five days without a switching train to place cars of coal and merchandise waiting to be unloaded. In one day I paid a teamster \$35 for switching cars. A number of times I have moved cars at an expense and loss of time only to have the car lost during the night.

The dealer and the farmers are kept in a constant turmoil by these delays in starting and stopping them from shelling, and at times they have to haul their loads back home.

I have had written orders for cars stating capacity and destination with agent's signature; and I have written two letters to the state railroad commissioners with no relief.

One grain dealer here having two houses, one of which is a potato house, has been demanding two cars to my one, which is a great injustice to me.—E. E. Billings, Grundy Center, Ia.

Ans.: This discrimination in the distribution of cars at Grundy Center was referred to the freight traffic manager of the Rock Island Lines at Chicago and, after

an investigation, he says: "We were very short of cars in that whole territory and were not giving anybody the cars they needed; but the situation is being improved as rapidly as possible, and we are advised that relief will be furnished to a great extent in a few days, a lot of empty cars having been hauled from southern territory."

"Mr. Billings' complaint has been brot to the attention of the superintendent in charge, with the request that he correct conditions."

PROPER POSTAGE ON SAMPLES OF GRAIN.

Grain Dealers Journal: Replying to yours soliciting information relative to the rates of postage applicable to samples of grain in its natural condition, sent by mails by members of the grain trade to distant prospective customers, you are respectfully advised that this matter was taken up with the Department and information elicited as follows:

"Concerning the classification and rates of postage applicable to seeds, cuttings, etc., you are informed that the Act of August 24, 1912, known as the parcel post law, specifically provides that it shall not in any way affect the rate of one cent for each two ounces or fraction of two ounces, fixed by the Act of July 24, 1888, for seeds, cuttings, bulbs, roots, scions and plants. They are, nevertheless, mail matter of the fourth class, subject in all other respects to the provision of the Parcel Post Regulations, including prepayment of postage by parcel post stamps.

"Wheat and other grain in its natural condition, seedling potatoes, beans, peas, etc., when intended for planting, shall be prepaid at the special rate of postage above mentioned, but when intended to be used for other purposes the regular fourth-class rates set forth in section 3 of the Parcel Post Regulations apply. In either case, the postage must be prepaid by parcel post stamps.

"Samples of flour, rolled oats, pearled barley, or other cereals which can only be used as articles of food, or cut flowers, dried plants, and botanical specimens, not susceptible of being used in propagation, or foreign nuts used exclusively as articles of food, are chargeable with the regular fourth-class rates."—Respectfully, D. A. Campbell, Postmaster, Chicago, Ill.

THE CUT-OFF.

Grain Dealers Journal: The letter from H. C. Vollmer in the Journal of January 10th shows that he did not understand the point intended to be most clear to managers of country elevators in the article on the "Cut-Off" in the Journal of Dec. 25th under the title "Bookkeeping for Grain Elevators." From an acquaintance with Mr. Vollmer and his methods the writer believes that he is systematic and up to date in his bookkeeping. A few lines on this subject will elucidate.

It is not claimed that the cut-off has no value. It should be had and recorded as often as is convenient. Many managers keep a record of the quantity of grain that is put in each bin. Shipments and deliveries from each bin are carefully recorded. These managers distribute the grain in such a manner that occasionally a bin will be empty and they not only know the amount of shrinkage, but it is known on which grain the greatest or the least shrinkage is suffered. This may be done without automatic or car scales, but of course they

are to be desired and for convenience in auditing and as a safeguard, should be demanded.

The term cut-off is generally understood to mean that at the time a cut-off on a certain grain is had, there is no grain of that kind in the elevator. In many elevators this does not often happen. Frequently not more than once in two or three years. Managers who wait for this occurrence under these conditions are like the mariner at sea without either compass, chronometer or log. The object of the article mentioned was to awaken managers to the fact that there are methods of determining shrinkage without waiting for the cut-off.—Artemas R. Hopkins, Chicago, Ill.

COMPLAINS OF LOUISVILLE INSPECTION.

Grain Dealers Journal: We note in your last issue an article defending the Louisville inspection. We think it will take a great deal of dope of this character to convince the country elevator man that he is getting anything like just inspection in that market.

The crop of corn which we are shipping from this section of Illinois is without exception the best in quality we have ever raised. Still it don't all fill the bill there by a long way. Our experience in that market runs back 35 to 38 years.

Our advice to Louisville is, Get in line on inspections with the other markets, if you don't want to pay 2 or 3 cents per bushel more all the time than the other markets. We know whereof we write. We have reshipped out of that market to other markets much to our advantage on inspection.—Yours, E. R. Ulrich, Springfield, Ill.

We find nothing in regard to Louisville inspection in recent numbers of the Journal.—Editor.

GRAIN SEIZURES NOT REVIVED BY GOVERNMENT.

Notices of judgment recently issued by the Board of Food and Drug Inspection gave rise to an inference that the U. S. Department of Agriculture had concluded the investigations which James Wilson, sec'y of the Department, announced Mar. 6 would be necessary in order to judge accurately the spoilage and grading of hay and grain, and enforce the law.

These notices of judgment, recently given out, were published in the Grain Dealers Journal, Jan. 10, pages 55 and 68. The proceedings in these two cases had been started before Mr. Wilson promised to postpone enforcement of the law, and had to take their course, as explained by Sec'y Wilson in the following letter:

SEC'Y. WILSON EXPLAINS.

Grain Dealers Journal: Notice of Judgment No. 1809 covers a case which was filed by the United States Attorney for the western district of Tennessee in October, 1911, which was several months prior to my statement to the grain trade of March 6, 1912. This case was therefore out of the hands of the Department, and took its regular course, the company entering a plea of guilty in May, 1912.

Notice of Judgment No. 1813 covers a shipment of timothy hay seized, which was in an advanced stage of decomposition, being practically all rotten. My statement to the grain trade was intended to cover only those products which had theretofore been generally received in the channels of commerce under trade sanction, but which were now questionable under the Food and Drugs Act, and did not at all mean that action would not be taken wherever these rotten goods were found. Respectfully, James Wilson, Sec'y.

IOWA DEALERS AT FORT DODGE.

A mass meeting of the Western Grain Dealers Ass'n was held at Wah-konsa Hotel, Fort Dodge, Ia., Jan. 16th. Car shortage conditions have existed in this territory since Dec. 1st and this was the principal trouble for consideration of the meeting. Over a hundred shippers attended and various railroad companies sent representatives.

So many complaints were filed during December by shippers who were unable to get cars that the situation became acute. Elevators were full and in some instances loss on contracts was very heavy. In order to get at the facts without exaggeration Sec. Wells had sent out letters to dealers and found that a condition existed which merited immediate action.

Pres. E. A. Fields, of Sioux City called the meeting to order and said: When Prof. Holden taught us how to raise corn, Iowa last year led the states and gave largest production in her history. The professor at the time, neglected however to tell the railroads how to raise a new crop of box cars and now we are in trouble. In China, they have a philosophy called "taoism" a doctrine of inactivity. It has been suggested that some of the railroad men have become inoculated with this hook worm and the shippers have been called together today for an examination to suggest a remedy. After we have heard from the Secretary we will make this an experience meeting and then call on the representatives of the various lines of railroad to ascertain the cause of the inactivity of cars and try to find wherein lies the remedy.

Sec. Wells stated that he had taken the matter of car shortage up with the railroad commission on complaints from shippers and found that a most serious condition existed on the lines of the Rock Island, Minn. & St. Louis and the Illinois Central. He said he had urged shippers to make written demands of agents for cars, that a quantity of the crop was so wet it could not be stored in country elevators. Minnesota, South Dakota, Texas, Oklahoma and Kansas have drastic state laws providing penalty and damage where carrier fails to furnish equipment after notice in writing, but in Iowa the law gives damages only. He presented figures to show that the car equipment of Iowa roads had not been increased to keep pace with crop production. On two roads, M. & St. L. and Rock Island there is an actual reduction on ten year period and the Rock Island has the largest mileage in the state. The shippers should be reasonable in their demands to be able to get consideration from the commission and buyers should not expect to move all their corn in December. "At one station I know a buyer contracted 78,000 bus. for December delivery. This was unreasonable." In group six on Aug. 15 there was a surplus of 16,122 cars, on Nov. 7, 4,759 and Dec. 31 a shortage of 1,841 cars. Many of these being at seaboard terminals where consignees were glad to pay demurrage to secure storage and eastern roads seemed to be withholding cars for return shipments. If no discrimination existed some lines seemed to be favoring the Southwest where there is a surplus and in this state in many instances bad judgment was certainly

used in distribution. The Prouty measure to compel unloading is certainly just

REPORTS FROM SHIPPERS.

Pres. Fields then called upon the shippers to tell of their experience and loss of business by failure to secure cars.

Mr. Worth, Cherokee: We are on the Ill. Central and we have only been able to get about a car a week.

Mr. Loudergan, of Marcus: We have only had three cars since Christmas; we have had to turn down grain and cancel contracts. Supply cars is less than last year. We did not get much corn before Dec. 1st.

Mr. Miller, Newell: We had 40,000 bus. bot Dec. at 34 but could not get cars and the grain went elsewhere.

J. Peters, Wellsburg: We are on the Rock Island. On the second of the month we loaded fifteen cars and they were still on siding when I left yesterday noon. House is full and impossibility to move stuff causing severe loss of profit and business.

Frazier & Son, Nevada: House full five weeks ago.

Mr. Milligan, Jefferson: It seems to us that railroad officials do not give any consideration to the distribution.

Farmers Elev. Pluver: We have had nine cars since Nov. 20.

Rolfe Milling Co.: We are in great distress for cars.

Mr. Mullen, Britt: Plenty of grain but nothing to put it in. Could use ten cars a day, but have only had 27 cars since Dec. 5. Have taken no oats in six weeks.

Similar experiences were related by many other shippers in attendance and J. A. King of Nevada thot the proper method was to take the matter before the Interstate Commerce Commission. He said: This has been an extraordinary condition but outside of increased car capacity there has been inadequate increase in car equipment with the result that we have no cars from the carriers and serious loss to farmers and shippers. Eastern roads seem to be in possession of needed cars. What we want is service even if rates are advanced and if the commission in our state cannot give us relief I favor taking it before the Interstate Commerce Commission. Under a recent ruling it seems that the U. S. Supreme Court has left little if any authority to the states on interstate shipments.

RAILROAD MEN EXPLAIN SHORTAGE.

Pres. Fields: A number of railroad men are in the room and we would be pleased to hear from them.

Mr. Garrett, general manager of Great Western: There has been a car shortage all over the country. My reports show that 35 per cent of our cars were at home New Year's day. In Nov. we had over 16,000 cars delayed and collected \$5,409 demurrage. We do not want the demurrage, we want the cars and you shippers can help by urging prompt unloading at terminals and something ought to be done to secure prompt unloading at tide water. Sea board ports are responsible for much delay as is also the larger terminals. Perhaps an increased demurrage charge would help but the railroads are trying hard to relieve the congestion. Conditions are a trifle better and I believe will continue to improve.

Mr. Post, Lehigh: Do you not think reciprocal demurrage is a practical proposition?

Mr. Garrett: I do not. 48 hours ought to be enough to unload in. I also do not think it would help to raise the per diem from 45 cents to a dollar per day.

Mr. Denison, assistant gen. freight agent of the M. & St. L.: As my road, the Illinois Cen. and Rock Island seem to be drawing most of the fire. I feel we are one of the guilty. Most of our trouble has been that eastern roads would not return cars. We have 5,649 cars for our 1,500 miles of road. Our connections would not furnish cars excepting one road. We are doing the very best we can.

Mr. Eberhart, Div. Fgt. Agent of Rock Island: We have the largest mileage in the state and proper distribution of cars has been a big question. Our motive equipment is in fair condition and we want to help in this congestion all we can.

Mr. J. C. Davis, of Des Moines, attorney for North Western: In this Iowa situation what you want is relief. When your elevators are full and refusing grain you feel that the railroads are not giving you a fair show. Many of you undoubtedly feel that the legislature should pass a law to penalize the roads, but this would not help as nearly all your shipments are interstate. The roads are now so much commissioned and controlled that about all we have left is the responsibility of operation. Would not a little additional storage help out in a time like this. I urge you men to be reasonable and we will try to meet you more than half way but the legislature is not the panacea for all your ills.

Mr. Given of the Rock Island: I expect to see conditions improve. Grain record for us is over 46 per cent greater than last year. We have ordered new cars and motive power.

J. A. King: I think there should be an official inquiry to ascertain if the roads have sufficient rolling stock to handle the crops. The legislature cannot furnish more cars. The Dec. movement has been the largest in our history. I move that we do now adjourn and have a meeting of members to take some action. Carried.

When the meeting re-convened Mr. King offered the following resolution, which was read and unanimously adopted:

RESOLVE TO SEEK RELIEF.

Whereas, it appears that the grain shippers and producers of Iowa have been and are now being seriously damaged because a sufficient number of cars are not furnished by the railroad companies to move the grain that is desired to be marketed by the farmers, and it further appears the failure on the part of the railroads to furnish the required equipment is caused by a lack thereof, therefore

Resolved, That Sec. Geo. A. Wells be and he is hereby directed to present this matter to the Interstate Commerce Commission to the extent of filing with that body a formal complaint if found necessary, praying for any and all relief that can be given in this matter by that authority.

Mr. Lewis, counsel for the Ass'n was present and stated that the state railroad commission had ordered a general hearing on car shortage Feb. 4th and urged shippers to send specific complaints.

Adjourned.

We are very much interested in the Grain Dealers Journal.—Kaumans Bros., Montrose, Mo.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

CANADA.

Regina, Sask., Jan. 1.—Total production of wheat in this province 107,167,700 bus., an increase of 10,371,112 bus. over 1911 or 10.7%; total oats acreage 2,421,932 acres, an increase of 10.45%, amounting to 229,126 acres; total yield 107,619,948 bus., an average of 44.4 per acre, and an increase of 9.06% or 8,943,678 bus. over 1911. Total barley acreage 267,139 acres, an increase of 22,146 acres over 1911; total yield 8,319,534 bus., an increase of 1,459,780 bus. over 1911, the average yield being 31.1 bus. Flax yield was 14,171,214 bus., average yield 12.7 bus., increase over 1911, 3,793,513 bus.—Sask. Dept. of Agri.

IDAHO.

Grangeville, Ida., Jan. 24.—Plenty of snow to make moisture for 1913 crop; large increase of acreage in fall sown grain over last year.—J. C. Bibb.

ILLINOIS.

Morrisonville, Ill., Jan. 21.—Corn movement slow at present prices.—Thos. E. Doyle.

Custer, Ill., Jan. 22.—I have placed 8 cars of corn which topped the market, which shows plainly to me what a cleaner will do for a shipper who uses it carefully. A great deal of corn sold to stockfeeders has cut down the amount we handle.—E. L. Davis, asst. mgr. Berry & Breckenridge Farmers Grain Co.

INDIANA.

Frankfort, Ind., Jan. 24.—Wheat looking good; acreage small.—J. D. Fritch.

Kingman, Ind., Jan. 22.—Wheat looking good; acreage 50% smaller than last year. Corn practically all moved; 25% of oats back.—H. M. Brown, Kingman Grain & Milling Co.

Lebanon, Ind., Jan. 24.—Growing wheat looks good; acreage is considerable less than last year. Corn yield 50 bus.; 50% of corn still in farmers hands.—M. W. Mattix, mgr. M. W. Mattix & Co.

Lebanon, Ind., Jan. 24.—Oats yield 50 bus.; good quality. Oats and corn have been moving freely up to the holidays, expect heavy movement to start again Feb. 1.—S. J. Jenkins, of Jenkins & Cohee.

Sheridan, Ind., Jan. 25.—Corn crop short; average yield 40 bus.; grade No. 3 mostly. Oats crop large, but of damp quality; 15% of oats and 40% of corn still in farmers hands.—A. Smith & Co., per A. Smith.

Frankfort, Ind., Jan. 24.—Corn yield 50 bus.; good quality. Oats 50 bus.; grade No. 4 mostly. Expect heavy movement of grain as soon as roads get in good condition.—R. N. Wallace, mgr. Wallace & Strange.

Odon, Ind., Jan. 22.—Wheat never looked better, 50% more acres than last year; practically no wheat back. Farmers holding corn, some sold to local feeders, 40% of corn back to be marketed.—A. A. Lane, Odon Milling Co.

Sheridan, Ind., Jan. 25.—Wheat looking fine; acreage 10% smaller than last year. Scarcely any grain moving at present on account of bad roads; as soon as weather permits movement will start again.—J. M. Applegate, mgr. Sheridan Mfg. Co.

Whitestown, Ind., Jan. 24.—Growing wheat in good condition; acreage very small. Oats crop averaged 50 bus.; grade No. 4 mostly. Corn yield 40 bus., fair quality; 50% of corn and 30% of oats to be marketed.—Chas. N. Clark, mgr. Jenkins & Cohee.

Mellott, Ind., Jan. 22.—Corn 75% of a crop; quality 100%. Oats largest crop ever raised; grading No. 4. Movement free on oats; only fair movement of corn, on account of price. Wheat not extra good; acreage small; 75% of corn; 35% of oats back.—B. E. Page, McCordle & Page.

Lincoln, Ind., Jan. 25.—Corn crop short on account cold weather and poor stand; quality good. Oats crop fine; best ever raised. Wheat had a good start; condition at present 100%; average 80% of normal; 70% of corn and 30% of oats to be marketed.—A. P. Watkins, Watkins & Cripe.

IOWA.

Holstein, Ia., Jan. 7.—Lots of corn and oats being marketed. Elvtrs. filled; can't get cars. Lots of hog cholera here.—Allen Joslin.

Gilmore City, Ia., Jan. 21.—Two hundred thousand bus. corn to be moved, most has been sold for January delivery. Shipping all corn can get cars for.—E.

Battle Creek, Ia., Jan. 21.—Thousands of bus. corn are on the ground in N. W. Iowa. Have not been troubled with car shortage until last ten days.—O. O. Spotts.

Waterloo, Jan. 17.—Car shortage more serious each day. Farmers not feeding much corn. Car shortage holding back free movement of corn.—J. E. McElroy, of Lamson Bros. & Co.

Gaza, Ia., Jan. 4.—Bumper crop of oats and wheat; the I. C. Ry. is no good; I only had 9 cars in December and should have had 30 or 40 at least; have 90,000 bus. in my elvtr. now.—N. C. Wilkinson, mgr. Wilkinson Grain Co.

KANSAS.

Ensign, Kan., Jan. 17.—Farmers delivering wheat liberally on advancing market.—G. W. Smith, mgr. Farmers Elvtr. & Supply Co.

Liberty, Kan., Jan. 17.—Wheat all shipped out; shipping corn in to feed; good rain this week and growing wheat looks fine.—Thos. Laughlin.

MINNESOTA.

Northrop, Minn., Jan. 21.—Grain moving slowly; 60% in farmers hands; held for higher prices.—A. C. Becker, Agt. Hubbard & Palmer Co.

MISSOURI.

Montrose, Mo., Jan. 15.—Have shipped 41 cars of wheat, 21 cars of corn; wheat mostly to St. Louis, corn to Kansas; expect to ship 18 to 20 cars of corn yet. New wheat looks good; about same acreage as last year.—Kaumans Bros.

MONTANA.

Wibaux, Mont., Jan. 18.—This station has so far bot 538,000 bus. of grain; crop good; prices not so good.—H. B. Hansen, mgr. Wibaux Elvtr. Co.

NEBRASKA.

Creighton, Neb., Jan. 8.—Corn not moving fast; farmers holding for higher prices.—Boyd Blakeman, agt. Seth Jones.

Waco, Neb., Jan. 20.—Grain business light owing to short corn crop; wheat half shipped; no corn to ship.—J. H. Gilbert.

Wyoming, Neb., Jan. 10.—Wheat prospects good; 4 in. of snow on ground where it hasn't blown off; 28 above zero. Not a bu. of corn moved yet and won't till 40c is reached; crop good; oats will be about all consumed here.—D. C. West.

NORTH DAKOTA.

Penn, N. D., Jan. 21.—The elvtrs. here have handled about 100,000 bus. of grain to date and about 40,000 bus. is still in the farmers hands.—J. M. Morgan, agt. Winter-Truesdall-Ames Co.

OHIO.

Lippincott sta., Urbana p. o., O., Jan. 19.—Crop outlook good for wheat; lots of corn in farmers hands.—J. B. Outram.

Custar, O., Jan. 16.—Grain not moving in large quantities; farmers not free sellers at present prices; corn getting into fair shape.—C. B. Hopkins.

OKLAHOMA.

Cherokee, Okla., Jan. 24.—Wheat looks good; need rain; has been a dry winter.—M. R. Mansfield, Hanna-Mansfield Grain Co.

SOUTH DAKOTA.

Harrisburg, S. D., Jan. 13.—Corn not moving as freely as expected; biggest run of corn is to market; cars hard to get.—N. O. Stoneback.

TEXAS.

Dallas, Tex., Jan. 23.—Spring sowing of oats just beginning; will be normal acreage planted; splendid rains have put ground in fine shape.—Dallas Grain & Seed Co.

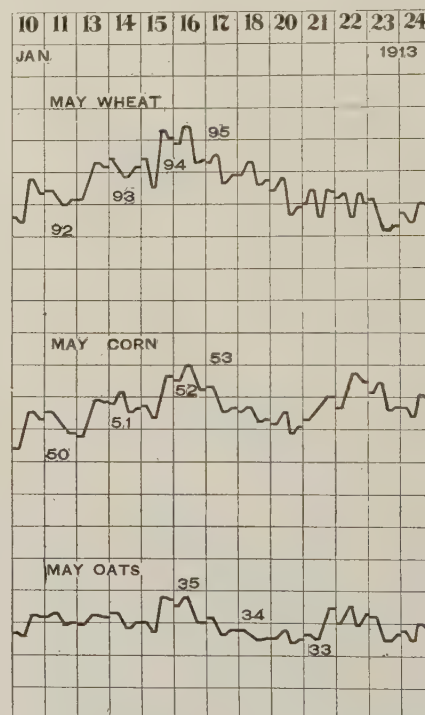
Fort Worth, Tex., Jan. 24.—We have a nice acreage of wheat in Texas; the 1913 crop will be a full average; the weather conditions being splendid for its growth. Oats acreage will be large. The whole state is prosperous and the farmers have money.—G. J. Gibbs, sec'y Texas Grain Dealers Ass'n.

WISCONSIN.

Lena, Wis., Jan. 22.—Not much grain moving at present; rye nearly all marketed; oats badly damaged and hardly fit for market; farmers bringing in a few peas; are selling better than they have for some time; quality poor.—J. N. Bassett.

Chicago Futures

Opening, high, low and close on wheat, corn and oats at Chicago for two weeks are given below. For complete collection of similar charts back ten years see The Journal's Chart Book.



DAILY CLOSING PRICES.

The closing prices of wheat and corn for May delivery at the following markets for the past two weeks have been as follows:

MAY WHEAT.

	Jan. 10.	Jan. 11.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 15.	Jan. 16.	Jan. 17.	Jan. 18.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 22.	Jan. 23.	Jan. 24.
Chicago ...	93 1/4	93 1/4	94 1/4	94 1/4	95	94 1/4	93 1/4	93 1/4	92 1/4	93 1/4	93	92 1/4	92 1/4	92 1/4	92 1/4
Mpls.	88 3/4	88	88 1/4	88 1/4	89 1/4	88 1/4	88 1/4	88 1/4	87 1/4	88	87 1/4	87	87 1/4	87 1/4	87 1/4
Duluth	88 1/4	88 1/4	89	89	90	89 1/4	88 1/4	88 1/4	87 1/4	88 1/4	88 1/4	87 1/4	88 1/4	87 1/4	87 1/4
St. Louis...	94 1/4	94 1/4	95 1/4	95	95 1/4	95	94 1/4	94 1/4	93 1/4	93 1/4	93 1/4	93	93 1/4	93 1/4	93 1/4
Kan. City..	87 1/4	88	89	89	89 1/4	89	88 1/4	88 1/4	87 1/4	88 1/4	88	87 1/4	87 1/4	87 1/4	87 1/4
Milwaukee	90 1/4	90 1/4	91 1/4	91 1/4	92 1/4	91 1/4	91 1/4	91 1/4	90 1/4	90 1/4	90 1/4	89 1/4	89 1/4	90 1/4	90 1/4
Toledo	119 1/4	119 1/4	120 1/4	120 1/4	121	120 1/4	120	119 1/4	117 1/4	118 1/4	117	114 1/4	114 1/4	114	114
New York..	99 1/4	99 1/4	100 1/4	100 1/4	100 1/4	100 1/4	99 1/4	99 1/4	99	98 1/4	99 1/4	98 1/4	98 1/4	98 1/4	98 1/4
Baltimore	106 1/4	107	108	108 1/4	109 1/4	109 1/4	108 1/4	108 1/4	108	107	107	106 1/4	107	106 1/4	106 1/4
Winnipeg..	87 1/4	87 1/4	88 1/4	88 1/4	88 1/4	88 1/4	88	87 1/4	86 1/4	87 1/4	86 1/4	86 1/4	87	86 1/4	86 1/4
Liverpool..	104 1/4	104 1/4	104 1/4	104 1/4	105 1/4	105 1/4	105 1/4	105 1/4	104 1/4	104 1/4	104	104 1/4	104	104 1/4	104 1/4
Budapest ..	131 1/4	131	130 1/4	130 1/4	130 1/4	131 1/4	131	131 1/4	132	132 1/4	131 1/4	130 1/4	131 1/4	131 1/4	130 1/4

MAY CORN.

	Jan. 10.	Jan. 11.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 15.	Jan. 16.	Jan. 17.	Jan. 18.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 22.	Jan. 23.	Jan. 24.
Chicago ...	50 1/4	51 1/4	51 1/4	51 1/4	52 1/4	52 1/4	51 1/4	51 1/4	51	52	52 1/4	51 1/4	51 1/4	51 1/4	51 1/4
Kan. City..	50 1/4	50	50 1/4	50 1/4	51 1/4	51 1/4	50 1/4	50 1/4	51 1/4	50 1/4	51	51 1/4	51 1/4	51 1/4	51 1/4
St. Louis...	50 1/4	50 1/4	50 1/4	50 1/4	51 1/4	51 1/4	51	50 1/4	50 1/4	51 1/4	51 1/4	51	51 1/4	51 1/4	51
Baltimore	54 1/4	55 1/4	54 1/4	55 1/4	55 1/4	56	55 1/4	55	54 1/4	54 1/4	54 1/4	55 1/4	54 1/4	54 1/4	54 1/4
Liverpool..	66	66 1/4	66 1/4	66 1/4	66 1/4	67	66 1/4	66 1/4	65 1/4	66 1/4	66 1/4	66	66 1/4	66 1/4	66

*April delivery. †Feb. delivery. ‡Spot mixed. °No. 2 red.

THE WATERTOWN MEETING.

The sixth annual convention of South Dakota Farmers' Grain Dealers Ass'n, comprising elevator managers, grain commission men and farmers, was held at Watertown Jan. 22 to 24. The attendance was large.

The ass'n strongly favored federal inspection of grain, urging their congressmen to support the McCumber bill, asking the legislature to memorialize congress to that effect. They also asked a new state incorporation act for co-operative companies.

Other lines of co-operative business, such as lumber yards, live stock shippers, etc., were taken into membership.

Buying grain on grade, scale inspection, shippers' part in the car shortage, centralization of capital stock in a few hands, cleaning in transit, cooping cars, and better farming in relation to elevator management were among many of the topics that were discussed during the three days' session, held in the auditorium of the Lincoln Hotel.

Pres. O. D. Anderson, of Corsica, called the meeting to order, after which Mayor Wagner of Watertown, extended the welcome of the city. Sec. John T. Belk, of Henry, in responding for the ass'n thanked the mayor for cordial welcome.

Pres. Anderson: "Only by unity of action has it been made possible to secure the advantages of a highly civilized community existence. There are yet many conditions that are subject to criticism, and one of the most glaring defects is the present method of distribution of the products of the soil; farmers' credits and matters generally pertaining to the farmer and rural life. In 1911 the consumers paid thirteen billion dollars for products for which the producer received only six billion dollars, which clearly shows the middle fellow received entirely too much. We are trying to remedy it by the organizing of co-operative companies which must become nation wide before there is relief.

An evidence of the power of effective organization is the progress that has already been made in the senate of the McCumber bill to provide for the federal inspection of grain entering interstate commerce. The present system of grain inspection is unjust and under the control of the buyer, and as a result the shipper is often beaten out of a grade in his shipment.

Another matter for which the co-operative state ass'ns claim credit is the suspension of the ruling of the agricultural department in regard to damaged grain in transit. In Illinois the commission suspended an order which was to raise the freight rates in that state one cent per hundred and this was brot about thru the action and influence of the delegates to ass'n of the different states.

In this state a bill to prevent unfair discrimination on the part of the buyer has been introduced, also a better system of credits for rural districts.

Our present scale inspection is a farce and should be improved by new legislation. To reduce the high cost of living parcel post package limit should be raised to fifty pounds and rates proportionately reduced.

Should the farmers go into the terminal selling markets is a question much discussed. The logical and just solution is for the federal government to take control of the central selling markets for the public good and this control will logical-

ly follow federal inspection, weighing and grading of grain, and may become a necessity in not the far distant future.

Mr. L. N. Crill, of Elk Point, delivered an address upon "Bumps and Thumps of the Grain Business," which was especially well received.

At the meeting Thursday Mr. Geo. H. Barber spoke upon the relation of better farming to successful elevator management and clearly showed how important it is for both the farmer and the manager to work for better and larger crops of better grain.

Gov. Frank Byrne, of Pierre, was present at the session held Thursday evening and delivered an address touching public questions affecting the state. He urged the delegates and members to keep up their good work of co-operation and helpfulness and said distribution was one of the great questions of the time. Railroad rates in the state are too high and he wanted a commission that would work at the job and do something.

Many mills are idle in this state, said the speaker, because freight rates make it impossible for them to do business.

G. W. Egan, defeated candidate for nomination from Sioux Falls as the next meeting place and made an address upon "The Most Profitable Thing to Raise," saying that good sons and daughters are more valuable than big crops.

The Watertown Commercial Club entertained the visitors during the balance of the evening with a varied program given in the opera house.

HARTWICH ELEVATOR CASE.

One of the important matters at the meeting was the decision by the Supreme Court in the Hartwich, Minn., elevator case vs. Rock Island. The attorney for the elevator Co., Mr. C. H. Christopherson, of Luverne, Minn., who tried the case thru the various courts and supreme court was present. In the next number we will give his opinion as to the effect the decision will have upon the various state laws upon reciprocal demurrage. Mr. Christopherson thinks that inasmuch as it has been held that the states right to control both state and interstate shipments has been annulled the only remedy left is the passage of national legislation upon the subject. A fund of over a hundred dollars was subscribed by the ass'n for the purpose of helping to defray the expense of this suit.

The election of officers resulted in the selection of O. D. Anderson, of Corsica, for president and Jno. T. Belk for secretary. The directors chosen were Matt Wanken, Britton; W. H. Meis, Geddes; E. H. Day, Clark; William Seipp, Grover; H. G. Solem, Baltic; J. H. Creighton, Wessington Springs, and John E. Kelley, Flandreau, all of South Dakota.

The officers were instructed to investigate the advisability of establishing a selling market in Minneapolis under the supervision and control of the association.

Declaring that the manufacture of denatured alcohol gives promise of becoming one of the leading industries of South Dakota, and offers the best means of breaking away from the gasoline price exactions of the Standard Oil company, the convention by resolution demanded that the state legislature appropriate \$15,000 to build and put into operation an experiment station at the state agricultural college at Brookings.

The resolutions also urge the legislature to give the railroad commission power to enforce the installation of track scales.

The convention went on record in favor of having co-operation taught in farmers' institutes and asked for an appropriation to defray the expense.

The McCumber bill providing for federal inspection of grain, was warmly indorsed.

The state legislature was petitioned to support Governor Byrne in his work of better service and reduced freight rates.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, Chicago, for free publication, the initials, number, place, date and condition of cars seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

S. T. L. 34068 came into Plano, Ill., Jan. 25 leaking corn very badly over the trucks. The railroad company transferred the car here.—Jeter & Jeter.

C. G. W. 10084 passed thru Stillman Valley, Ill., Jan. 23, east bound, leaking a stream of oats from side door.—F. H. Griggs.

O. W. 10331 passed thru Palmer, Neb., on Jan. 21, leaking wheat over draw bar, along one side and at three door posts. Had no chance to repair.—C. H. Grammer, mgr. Merrick County Farmers Co-op. Ass'n.

G. N. 25352, loaded with wheat, passed thru Towner, N. D., Jan. 20 leaking at one of the hopper bottom doors. Broken staff end.—F. R. Lynch, National Eltr. Co.

N. Y. C. & H. R. R. 105117 passed thru Hamler, O., Jan. 17, east bound, on B. & O. leaking oats badly at door post. Train did not stop.—H. L. Dehnart, mgr. G. O. Cruikshank.

S. P. 22730, east bound, at Kennard, Ind., on Jan. 16, and loaded with wheat, passed that station with the door open. I succeeded in closing door.—Harry F. Bowen, mgr. Geo. T. Bowen & Son.

G. N. 85932, east bound at Penn, N. D., had end and draw bar broken between Church's Ferry and Penn on Jan. 16, and was set out for repairs, which were made by section crew here. Considerable wheat was lost before repairs were made.—J. M. Morgan.

Coal & Coke 359, loaded with barley, was set out at Niles, Mich., on account of bad condition, and the contents transferred to C. N. E. 62646 Jan. 15.—Niles Grain Co.

Intercolonial 61155 passed thru Edwardsburg, Mich., Jan. 15, leaking yellow corn over grain door. Car unsealed and door open about six inches.—A. J. Carpenter.

I. C. 19697 passed thru Macon, Ill., Jan. 3, leaking white corn at side.—J. W. Bradway.

Grand Trunk 10502, loaded with yellow corn, east bound, was wrecked at Kennard, Ind., Jan. 4. The contents of the car were transferred to M. C. 87616, with considerable waste and damage to corn.—Harry F. Bowen, mgr. Geo. T. Bowen & Son.

L. & N. 8691 passed thru Worthing, S. D., Dec. 30, leaking wheat under board on side of car door; no door on the car.—W. W. Thorpe.

Can. Pac. 36192 passed thru Foam Lake, Sask., on Dec. 20, leaking wheat.

L. & N. 12161 at Silvis, Ill., Jan. 3, showed evidences of grain being removed. Loaded with corn.—W. P. Anderson, Chicago, Ill.

Intercolonial 80022 was opened at Silvis, Ill., Jan. 3, and gave evidence that grain was removed, presumably in bags. The car was loaded with oats or barley.—W. P. Anderson, Chicago.

G. N. 24606 loaded with barley passed thru Abbe, S. D., on Dec. 31, leaking at top of lower end door. Train did not stop long enough to fix it.—G. J. Lybeck.

G. N. 121712 passed thru Abbe, S. D., Dec. 31, leaking wheat at bottom of end door. Train did not stop long enuf to repair.—G. J. Lybeck.

D. L. & W. 34864, loaded with oats, was unloaded at Kellogg, Ia., on account of broken flanges, on Dec. 18. The oats were shoveled from the car to the ground.—F. L. Phipps, mgr. Farmers Elvtr. Co.

Meeting Indiana Grain Dealers

At INDIANAPOLIS

A joint meeting of the Indiana Grain Dealers' Assn. and the Indiana Millers Ass'n was held in the assembly rooms of the Board of Trade on January 21 and 22. The morning of the first day, the millers held a private session, in the afternoon the two organizations joined in a meeting and at night a smoker with several interesting talks and entertainment was provided. The following morning the Grain Dealers held their business session, which extended well into the afternoon. Great interest was shown in all the meetings, and the attendance was large.

Pres. C. A. Ashpaugh called the joint meeting to order at 2:00 p. m. Jan. 21, with an opening address, from which we take the following.

President's Address.

I had the pleasure this morning of attending the Millers meeting, for which I feel fully repaid. The joint meetings, I believe to be a step in the right direction, and one of betterment for all concerned.

Under discussion at this morning's meeting was the fast spreading plague of wild onions and garlic. Before action was taken by the millers on this bill it was to be taken to the Grain Dealers for some similar action.

I also wish to call attention to other legislation which should be considered during this session. Senate Bill 957, known as the "Pomerene Substitute", a bill for equitable bill of lading, should be studied by all shippers and receivers. The exchange of commodities totals nearly \$25,000,000,000 annually, and a business as large as this should have some positive method of credit and assurance of receipts. Five billions of dollars are annually handled by Bills of Lading, which under the proposed bill will hold the carriers liable for the value which they receive, allaying any chance of loss.

The Cary Time filing bill provides for the time specified of filing and delivering messages by telegraph companies.

As to state legislation, the question of power over imports, car equipment of carriers, and that that will make carriers responsible to place cars in proper condition, should be carefully studied.

I will appoint the following committee on resolutions: A. F. Files Evansville, Chmn. C. E. Nichols, Lowell; E. E. Elliott, Muncie; C. B. Jenkins, Noblesville; Martin Hufford, Frankfort; Chas. T. Johnson, Mt. Vernon, and Edgar Evans, Indianapolis.

Pres. W. L. Sparks, of Terre Haute, of the Indiana Millers Assn., said:

Co-operation.

Present business activity does not allow social business. It is extremely gratifying that two organizations so closely related should meet in this manner, as it follows that every one of the several hundred members of the millers ass'n are likewise grain dealers in some respects.

This is an age of skilled endeavor which has grown from a period of unrestricted competition. There is no tense competition which was so existent several years ago, for concerted effort has given commercial consolidation. The present system of commercial standing and credit has existed only since this commercial consolidation has been made, and flour millers and grain dealers are the highest type of the combination.

My opinion is that this period is one of co-operation, and there are innumerable ways of co-operation in the business we are engaged in. This co-operation must be carried out if the business is to exist.

A person who is absolutely efficient in his production has no need of co-operation, but that does not exist in many cases, and so if co-operation is used, harmony will result, for each gains by his neighbor's aid, and affects all the industrial world.

C. T. Johnson: Legislation should be enacted to prevent the growing of wild onions and garlic in wheat and to this

end I have had the matter presented to Senator Geo. Wm. Curtis, and that gentleman has prepared a bill to be presented to the legislature for action. This morning when I arrived I found a copy of that bill, with a wire from Mr. Curtis, asking that I submit it to the Ass'n's here in session for endorsement.

The question is a serious one, for it affects all agriculture. Land values decrease 50% after such noxious growth affects it. In my section there is more of it than in any other, but it is only a question of time until the whole state will be affected. Ten years ago there was no such growth in this state, but it is spreading every year.

Mr. Evans: Virginia, Maryland and West Virginia wheat is affected so seriously by this pest that the wheat grown there is only fit for export to European countries, where it may be cleaned. Steps should be taken to prevent this. I have bought wheat with onions, and on one occasion it became necessary for me to stop the mill no less than six times in one day on account of the onions pasting on the warm rollers. I shipped the flour and was unable to dispose of it, without a heavy discount.

The suggestion was made that discounts on 60 lb. wheat containing onions often went above five cents, and that the offense of raising such wheat should be punishable under the law, as it is necessary to protect land by changing the growth from wheat to clover, and so on, thereby disseminating the poison throughout the soil.

Mr. Deem, of Bluffton: I move that the resolution com'te prepare the proper resolution on this question.

Motion was seconded, and when put to vote was carried.

There should be a clause added to that resolution to prevent shipping of wheat containing onions.

Mr. E. C. Eikenberry, Pres. of the Ohio Grain Dealers Ass'n, then read a paper on "Some phases of Grain Ass'n Work."

COMPETITION VS. CO-OPERATION.

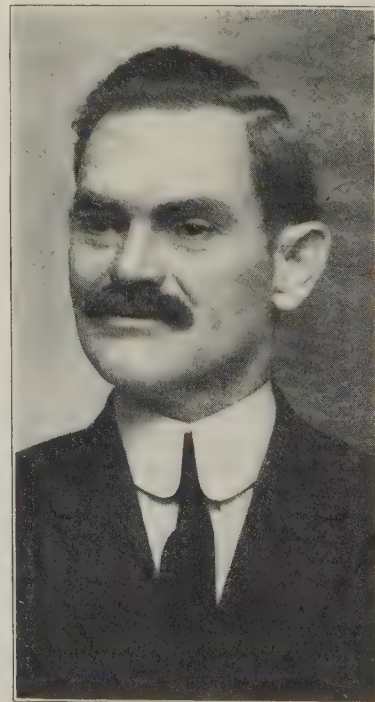
The promotion of interests identical to its members is the vital function of any association; be these interests commercial, professional, scientific, ethical or social; and that co-operation of its members to render unto themselves such services as will best promote these identical interests is the basic principle in its foundation. It is of co-operation and the spirit of co-operation that must be present in every association and which all members of such associations should bear away and apply in their daily lives in business that it is my desire especially to speak. This will comprehend some things which an association touches or influences indirectly and, in a manner, unconsciously, but which go far to prove the potency of the spirit of co-operation fostered among its members.

The formation of every trade union, of every commercial organization, of every trust, of every joint stock company is but a vindication of the principle of co-operation; a halting step toward the surrender of the competitive principle. Co-operation does not necessarily eliminate competition but it may define honorable competition and stigmatize that which is dishonorable, it may so form the minds of men and their ideals that commercial competition may admit of honorable, upright business existence and not assume the degenerate, double-dealing, underhanded practices which too often characterize the struggle for commercial existence and which belong in the archaic past and not

in this twentieth century when men pride themselves that they have not only learned how to live, but that they are applying the great Christian principles and learning as well how to let their brothers live. Anything other than co-operation should be branded as heresy and from the standpoint of a country grain dealer and shipper we may spend a short time in considering a few questions vitally affecting the miller and the elevator operator and to apply some general and well established principles of commercial life and activity in which the element of co-operation will appear either as a solution or as being preferable to present rules of action.

In the first place co-operation means active membership in your Assn, helping to extend its influence and contributing to its necessary expenses. Many honorable millers and grain dealers do not belong to their associations; most dishonorable and disreputable ones do not belong. The legitimate and beneficent character of these associations are so clear to every one that little need to be said along this line but that little should be said forcibly. Non-members, perfectly conscientious in all their transactions and who would ordinarily spurn the imputation that any debt of theirs remains unsatisfied will, year after year, receive, consciously or unconsciously the benefits and protection of their trade association, which have made their business vastly better in a hundred ways than it would otherwise have been and which will still make it better yet, which furnishes the rules on which their business is conducted and stands ever ready to make their wrongs right, which protects them, and guides them, and throws about them every safeguard its members enjoy; and yet still owe the association and the trade at large their influence and the small sum of their membership fee.

If every grain dealer or miller, member and non-member, should pay willingly into his association treasury ten per cent of the actual financial benefit derived from his local, state and national associations, each and every association would have at its command financial resources sufficient to support its every legitimate activity and manifold to enhance its value to the trade at large. This is the day and age of co-operation and combined effort along associational lines. The economic tendencies of the times make it imperative. The country elevator operator and grain dealer seem slow to realize this fact. Peculiar conditions may surround his business but certain economic principles must apply, certain laws of commerce must be obeyed or the penalty follows just as surely as disease and death follow a violation of physical laws. Reckless, cut-throat competition, and an abnormal willingness to do business at an actual loss is character-



Chas. A. Ashpaugh, Frankfort, Ind.
Pres. Indiana Grain Dealers Ass'n.

istic to a greater degree of the country grain business than of any other line of commercial activity. Keeping open an elevator, buying grain at more than current values or at figures at least, which will require an act of Providence to prevent an actual loss is no more worthy to be called business than the act of selling silver dollars for ninety-five cents each; and there are men in our asylums today sent there by sorrowing relatives and sympathetic judges for doing "Stunts" such as the latter.

Doing business means making a profit; that is the be-all and the end-all of a business man's activity; considering always that he compromise not his own honor and bring no harm upon his fellows. The modern man of business must and will co-operate to reduce the enormous waste entailed by modern competition. Competition may be the life of trade; it is too often the death of honor among men and the self-respect of the individual. Frederick D. Maurice said "I do not see my way farther than this. Competition is put forth as the law of the universe, that is a lie." Fifty years ago his friend Chas. Kingsley added: "Competition means death; co-operation means life." Competition fosters the cunning, the base and deceptive in human nature, wringing its heavy toll from the masses who themselves constantly are under the delusion that it is the cure for many economic evil conditions when in reality it is itself the master evil.

Competition is a national shibboleth. Allow me to quote from Rauschenbusch: "Competitive commerce exalts selfishness to the dignity of a moral principle. It pits men against one another in a gladiatorial game in which there is no mercy and in which ninety per cent of the combatants finally strew the arena. It makes Ishmaels of our best men and teaches them that their hand must be against every man's, since every man's hand is against them. It makes men who are the gentlest and kindest friends and neighbors, relentless task master in their shops and stores, who will drain the strength of their men and pay their female employees wages on which no girl can live without supplementing them in some way." Show windows and bargain counters arousing cupidity in men and women; selling goods on the installment plan thus encouraging the assumption of debts beyond the ability to pay; the millions spent in advertising which the consumer pays are all chargeable to our modern competitive system and are one of the important factors in the high cost of living. In the popular mind it must be produced by legislative enactment if necessary and he who would erect by co-operation a solid business structure from the competitive chaos of any particular industry is a near criminal and by the dictum of the courts is made to reduce his structure to its competitive elements. Co-operation is under the anathema of the law.

Hand in hand with competition goes the duplication of the facilities for the conduct of business. George W. Perkins counted twenty-seven delivery wagons at one time delivering groceries to one New York apartment house, seven would probably have done the work of the entire number. In my town of one thousand people are eight groceries employing and keeping from productive employment at least eighteen persons; one store honestly conducted employing half this number and with a proportionate lessening of overhead expenses would cater just as well, if not better, to the needs of the community.

Grain elevators and flouring mills are too numerous now and more are continually being added. The grain handling equipment of this state as well as of Ohio is in excess of actual requirements. Too much capital is invested; so much that either returns are inadequate to the operators or the community is put to an unwarranted charge for their maintenance.

Publicity should be given two facts regarding the grain business: First, that with a commodity of fixed market value the buyer will set the margin of profit to be exacted from the producer for handling his product; and second, that the duplication of facilities for grain handling in any one community must, by a law that is as fixed as that of gravitation, result in an increased cost of handling the grain of that community, which the producer must pay even tho the added facilities be in the operation of interests competitive to those already in existence.

The ideal conditions exist where the facilities for handling the grain produced in a community are adequate and still not in excess of requirements. The cost per bushel of handling grain is then reduced

to the minimum and the producer reaps the benefit of the economy. Yet the cry of the dissatisfied is for competition and more competition until by the investment of capital in excess of that justified by the volume of business to be transacted, and by the consequent effort to earn a dividend on the capital so invested the clamorous constituency has robbed itself of part of its legitimate profit as producers, not to mention the loss of value in facilities by their duplication. If two elevators at one station are adequate equipment and are worth \$15,000 and another should be added the inevitable result is the lowering of value of the three to \$15,000, or the price of adequate equipment. Commercially the investment of a certain sum is profitable and justifiable and value beyond this sum cannot be given to equipment whatever the amount of duplication or of added cost.

Competition and not co-operation lead to this vicious form of economic waste. Not only is there a tendency to duplicate the physical requisites for the distribution of all commodities, but there is as well an excess of human equipment, too many middlemen, if you please, doing their share toward widening the excess of cost to the consumer over selling price from the producer. "Cut out the middle-man" is and has been the cry. He cannot be cut out and is just as necessary commercially as are stores, shops and all facilities for distribution of men's luxuries or necessities.

From the time in the distant ages when barter ceased and trade began down to the time of Mayor Shank, the middle-man has existed to buy the product from one group of individuals and distribute it to another, that it might serve its purpose in human economy and find its consumer. He is indispensable as a factor, but he can and must be reduced in numbers by consolidation, confederation, co-operation, by whatever name it is called, the principle is the same, and this in the face of the fact that he has never in the commercial order of things been so essential as at present, when facilities of transportation have given the middle-man the whole earth in which to distribute his commodities and have given him steam and electricity as his agents to effect this distribution to meet the multiplied needs and wants of man.

Every one of us grain dealers, at least, gentlemen, are middle-men but as a class we are not guilty of the sins of extortion so frequently charged to us. No commodity is handled on a margin so narrow as that on which grain is bought and sold. A mistake, a misgrade and a prospective profit fades into an actual loss. Every grain dealer should demand and receive from his community his just share of the increment of that community, to which he is entitled by reason of the facilities he affords for the handling and marketing of its products. Every business man dignifies himself and his business by a manly demand for a just compensation for his investment, his ability and his time. This is not an unjust world; men receive what they earn measured in terms of service to their fellow men and never get more than they earn.

A grain dealer whose interests extend no farther than his office door, who is penny-wise, narrow and selfish should and will see his income dwindle to the vanishing point; his broad-minded, optimistic, progressive competitor, whose interests are the interests of the entire community, who by enlightened co-operation with his patrons increases their prosperity and happiness is certain to find his material prosperity keeping pace with the measure of his services. Extortionate profits are as fatal to business success as no profits. Justice means one profit; not less, not more. Dignity and safety demand one profit; danger lurks in the demand for two profits and competition and the man with the scoop shovel appear. Adam Gimbell in the first department store in Indiana said to his clerks, "Remember one profit is all we want, but that one profit we must have." The principle was correct and is correct, and the name of Gimbell today distinguishes one of the greatest retail businesses in this land.

Pres. Ashbaugh: It is necessary that these ideas be put forth by some man in the position of Mr. Eikenberry and that those ideas be promulgated.

A short recess was taken, following which Dr. J. W. T. Duvel, of the Bureau of Standardization, Department of Agriculture, read a paper on "Federal Standardization of Grain," from which we take the following:

THE STANDARDIZATION OF Grain Grades.

In the Grain Standardization investigations of the United States Department of Agriculture a comprehensive study is being made of the methods of harvesting, handling, storing, transporting, and grading of grain with the view of reducing to a minimum the enormous losses now resulting from the deterioration which takes place after the grain is ready to harvest and before it reaches the final consumer or manufacturer. Likewise, to bring about a uniform and definite system of inspecting and grading of grain on the basis of its intrinsic value so that the producers will have a greater incentive to grow and market grain of better quality.

In order that definite grades might be fixed with equal justice to producer, dealer, and consumer it has been necessary to study the harvesting and storing of grain on the farm; the handling, storing and grading of grain at country points and at the larger markets; the deterioration of different grades of grain during shipment in cars between various points in the United States and in steamships in transit from our export markets to various European ports; and such other problems of a similar character which play an important part in determining the commercial grade or value of any given lot of grain when marketed. In connection with these investigations attention is also being given to the various factors which must be taken into consideration in grading, and to the development and standardization of suitable apparatus and methods for accurately measuring those factors of most importance.

During the comparatively short time that this work has been in progress it has not been possible to cover thoroly all of the grains. Up to the present time our investigations have been confined very largely to corn. Even this part of the work is far from complete in all its phases, however, we now have sufficient data available to justify the fixing of definite grades for corn and it is proposed to establish such standards during the coming season, these standards to be available for the inspection and grading of the 1913 crop.

The enormous losses resulting from the deterioration of corn after it is harvested or marketed is due to excessive moisture. Excessive moisture on the other hand may be attributed to two groups of causes. The one originating on the farm and the other with the grain dealers. In the first case our investigations have shown that a very high percentage of the corn of commerce is in an unfit condition for marketing when it leaves the farm. Unfit because of the poor methods of harvesting, handling, and storing, or because of the production of large late-maturing varieties, many of which are heavy yielders simply because they contain a high percentage of moisture.

The importance of the factor of moisture is brought out more clearly in the accompanying table showing the comparative yields per acre, of corn containing 12, 16, 19, 22, 25 and 28 per cent of moisture.

Table showing why moisture content should be taken into consideration in calculating yields per acre or in the grading of corn.

Moisture Content and Intrinsic Value Per Bushel of Corn.

Dry	No. 2	No. 3	No. 4	Sample grades	
12%	16%	19%	22%	25%	28%
55c	52½c	50½c	48½c	46½c	45c
Bus.	Bus.	Bus.	Bus.	Bus.	Bus.
40	41.9	43.5	45.1	46.9	48.9
50	52.4	54.3	56.4	58.7	61.1
60	62.9	65.2	68.0	70.4	73.3
70	73.3	76.1	79.0	82.1	85.5
80	83.8	86.9	90.3	93.9	97.7
90	94.3	97.8	101.5	105.6	110.0
100	104.8	108.7	112.8	117.3	122.2
110	115.2	119.5	124.1	129.1	134.3
120	125.7	130.3	135.4	140.8	146.5

In this table 12 per cent has been taken as the basis because old, well cured ear corn usually contains about 12 per cent of moisture during the latter part of the summer when the farmers dispose of the last of their surplus. The 16, 19 and 22 percentages represent the maximum allowed in the present commercial grades of No. 2, No. 3 and No. 4, respectively, according to the rules adopted by the Grain Dealers' National Assn. The two higher percentages are those frequently met with in late maturing varieties of corn, and higher percentages at the time of cribbing are extremely common and are also frequently met with in corn as marketed. It must not be understood, however, that all large yielding varieties show a high percentage of moisture for such is not nec-

essarily the case. The table also shows the relative value per bushel, allowing a reduction of five-eighths of one cent per bushel for each increase of one per cent in moisture, which corresponds very closely to the present market price.

But even corn with a high moisture content at the time of harvesting and cribbing would be a less important factor if more attention were given to the cribbing and shucking. In the principal surplus corn producing States the greater part of the corn is only half shucked and goes into the crib with a general shaggy appearance, almost equal to that of a poorly kept angora cat. Likewise, too much of our corn is stored in poorly constructed cribs, rail pens or even piled on the ground without any protection from rain, snow, and all kinds of damaging weather. If this corn is in turn marketed in a frozen condition, it rattles and has the appearance of dry corn, when in reality the moisture content is high. As soon as the weather begins to warm up the dealer, the elevator operator or the transportation company has hot corn to contend with. Too little effort is also made to pick out rotten and mouldy ears which not only increase the percentage of damaged corn, but likewise contaminate the sound corn with which they are mixed. If such damaged ears (see Fig. 1) were excluded at time of cribbing or shelling there would be more No. 2 corn and less No. 4, or "Rejected" corn.

In round numbers 600,000,000 bus. represent the corn shipped out of the countries where grown. The greater part of this amount is reshipped several times and owing to its unfit condition much of it becomes hot, sour and discolored before it is finally consumed or manufactured into various classes of corn products. In six out of nine cargoes accompanied to Europe by representatives of the Department, temperatures in some parts of the cargo exceeded 130 degrees Fahrenheit, with many temperature records as high as 145 to 148 degrees. In addition to these special cargoes 178 additional cargoes were examined at the time of discharge at European ports with similar results. I mention this phase of our work here because this represents corn such as is being shipped from your own State.

Much of this corn had to be cooled by shoveling after it was discharged from the vessels in order to check further deterioration, see Fig. 2. The cost of this extra labor and the losses resulting from the deterioration are eventually charged back to the shipper or the producer in that the market price is determined by the demand for our surplus and this demand is determined very largely by the quality of the grain delivered.

Grain dealers partially responsible: The grain dealers are in no small measure responsible for the marketing of high moisture and low grade corn in that too little attention is paid to the condition or quality of the corn—the general practice being to pay the same price for all grades and that price being on the basis of an average. The careful farmer who grows and markets grain of high quality, dry, sound and clean, is entitled to a premium over the price quoted for grain of average quality. In making this statement I appreciate fully the difficulties which the grain dealer at the country station has to meet; keen competition in many cases, the lack of the necessary storage space for keeping the different grades separate, the prospect of losing the sale of a large bill of lumber or coal when he attempts to buy grain of inferior quality at its true

grade or value, and a score of other conditions including the most pernicious practice of many markets of compelling the country shipper to sell on the basis of "No. 3 or better." If the shipper has to sell on the basis of "No. 3 or better" he is not likely to buy from the producers only on the same terms, and if the farmers must sell on such terms what reason exists for making any effort to grow and market corn of better quality?

Standardization of Methods and Apparatus: The commercial grading of grain would be a comparatively simple process were it possible to measure accurately all of the factors which must be taken into consideration in grading, or even to establish a scale of correct values which would be applicable in every case. In view of this difficulty special attention has been given to the standardization of methods and apparatus for accurately measuring the factors of greatest importance. Uniformity of method together with the use of properly constructed and standardized equipment are the A. B. C. of uniform standards for grading. Rules may be written fixing limits of moisture, weight per bushel, dirt, damaged grain and other factors but if each inspector or shipper makes the determinations and tests to suit his own ideas or methods such rules would soon become a farce.

This is very well illustrated in the moisture tester in that many shippers and some inspection departments are using modified forms of testers which do not give the same results as the form of tester which has been standardized by the U. S. Department of Agriculture. Likewise different operators get an idea that a modification in the method will make the work of testing easier, and in many cases these modifications lead to difference in results.

Another most excellent illustration of the lack of uniformity is in securing the test-weight per bushel. There are about as many methods of filling the test-kettle and of stroking the kettle after filling as there are operators, and variations in weight of one or two pounds are quite common.

The benefits which will result from uniformity and standardization need but little discussion. In fixing these standards it is our desire to make them sufficiently specific, so that when a dealer buys a given grade of grain he will have a fairly definite idea as to the quality he may be expected to receive regardless of the market from which the purchase is made. Likewise to enable the shipper and also the producer to know in advance, with a reasonable degree of certainty, what his corn should grade when it reaches the market whether it goes to Indianapolis, Chicago, Toledo, Buffalo, Baltimore or New Orleans, granting, of course, that due consideration must be given to the deterioration of high moisture corn during transit. But by far the most important results to be derived from the standardization of corn grades will be found in the production of more corn of better quality and better farm methods and practices.

The question was asked of Dr. Duvel as to what damage resulted from heating.

Dr. Duvel: There is a serious change in the oil content of the corn showing the loss of a per cent of oil. We are endeavoring to ascertain this loss, caused by heating by the use of feeding tests, but have had no definite results as yet.

John L. Ketcham then read a paper on

"Agricultural Education: the Most Important Branch of the Work Recommended by the Commission of Industrial and Agricultural Education," from which we take the following:

AGRICULTURAL EDUCATION.

A City is not the most valuable asset of a Nation. In Egypt there lies buried many a once ambitious and pretentious City. But the cultivation of the soil in the land of the Pharaohs continues and the product thereof is more abundant than it was in ancient days. Mother Earth will never fail us unless we neglect her.

There are in Indiana three hundred and nineteen thousand eight hundred acres less in farm land than ten years ago. Moreover, the land under cultivation has been allowed to deteriorate. In 1898 it produced 15.6 bushels of wheat to the acre; in 1907 only 14.4 bushels. Other States have suffered during the same period. New York State declined from 21.2 to 17.3. Minnesota from 15.8 to 13; North Dakota from 14.4 to 10.

Indiana makes an unfavorable showing when contrasted with the older States; she has rich soil in her river bottom lands and in her black prairies and yet she produced in corn, ten-year average, only 34.7 bushels per acre. The granite State of Maine produced 35.4 bushels; Massachusetts 36.1 bushels. The farmers in those older States are having the benefit of agricultural education.

Professor Christie, of Purdue University, estimates that an increase of five bushels per acre in the corn crop of Indiana, at 50 cents per bushel, would mean an annual increased income of twelve million five hundred thousand dollars.

If we contrast Indiana with countries of Europe the showing is discouraging. Take the ten-year average production of potatoes: Indiana, 79 bushels per acre; Germany, 200 bus.; the Netherlands, 232 bus. Take the 10-year average of wheat: Indiana, 14.2 bushels to the acre; Great Britain, 33.1.

Deterioration is not confined to Indiana. In the forty counties of Northern Illinois this is what has happened: Wheat production, 1870, in round numbers, 10,000,000 bus.; 1880, 7,000,000 bus.; 1890, 5,000,000 bus.; 1900, 600,000 bus.

The trouble has been that, instead of conserving the fertility of their farms by the latest and best methods of fertilizing, the farmers have gone on in the same old way. They need education; they must have aid and that right soon.

Mr. James J. Hill makes some alarming predictions. "It is a mathematical fact," he says, "that within twenty years, under present conditions, our wheat crop will not be sufficient for home consumption and seed, without leaving a bushel for export. * * * There must be a national revolt against the worship of manufacture and trade as the only forms of progressive activity. * * * A clear recognition on the part of the whole people, from the highest down to the lowest, that the tillage of the soil is the national and most desirable occupation for a man, to which every other is subsidiary and to which all else in the end must yield, is the first requisite. Then there will be a check administered to the city movement."

These words of the railway magnate are worth considering. We must all see that there is a steady and an increasing movement from the country to the City. The



Fig. 1. One Reason Why Much Corn Is Graded No. 4 or Rejected. Fig. 2. Shoveling Hot American Corn in Europe.

City population increased during the past ten years 30-5/10 per cent; the rural population decreased 5-1/10 per cent. The boys have left the farm and entered the factory. The product of the factories in Indiana, for the year 1909, was two hundred and forty-two million dollars in value more than for the year 1899. No retrograding there!

I do not share Mr. Hill's feeling that "there must be a national revolt against the worship of manufacture." We do not worship manufacture. We are too busy to worship anything! To help the farmer it is not necessary to cast aspersions on the manufacturer. We are proud of the manufacturer and his marvelous achievements. Edward A. Rumley says in one of his addresses: "In 1830 the work of growing a bushel of wheat on the farm required three hours of human time. Today, due to the introduction of improved machinery, a bushel of wheat contains only ten minutes of labor value."

If Dr. Rumley's figures are correct, the manufacturer has accomplished wonders for the farmer. But the manufacturer, for his own self interest, if for no higher motive, must do more. He has taken for his factory the farmers' sons and daughters. Farm machinery will not take the place of boys and girls. If the young folks leave the farm for the City, the old folks will follow, leaving the farm to be cared for by tenants who have no ambition other than to get the most from the land in the shortest time; no intelligent cultivation of the soil; no wise rotation of crops; no agricultural schools.

Strange as it may seem, farm land has doubled in value during the past ten years. What explanation have we? If a factory is worth double in value after the run of ten years it is because it has reduced its cost and doubled its product.

Why has farm land doubled in value in ten years? It has not, like the factory, doubled its product and reduced its cost. We have seen that the product grows less during the ten-year average and the cost of operation of the farm has not been reduced, but actually increased 82.6 per cent. What a curious condition of affairs! The explanation is that the product of the farm is a necessity—a necessity to all classes of the community. If the farmer neglects to cultivate his land intelligently; if his sons and daughters leave him to work the farm with hired help, there is a short crop and a consequent increased demand with rising prices. As farm products increase in value farm land must of necessity increase in value.

The merchant and the manufacturer are careful about their costs. Their estimates are made at the beginning of the year. They aim at a reduction of costs from year to year, they believe in scientific management; they watch every item of expense; but they make no effort to reduce the largest item of expense, namely, the cost of food. Farm products are the base of all values. Ever-increasing cost of foods disturbs all estimates of cost—cost of manufacture, cost of merchandise, cost of living. We are all interested in the farmer. Speed the day when he will double the product of his farm! To this end he must be educated.

France has forty-five thousand agricultural schools and alongside of every one of these agricultural schools is a ten-acre patch of ground devoted to practical instruction in agriculture. France is a nation of small farms. France is a nation of great wealth. Now suppose Indiana had an agricultural school in each county, with a ten-acre lot connected therewith, devoted to agricultural object lessons; education along agricultural lines made attractive to the farmer and to their sons and daughters, would not the State soon show increased production?

In Johnson County, Tipton County, Bartholomew County, Morgan County and many other counties, farmers can raise one hundred bushels of corn to the acre. They have done it and with encouragement, with financial help they can continue that gain. Let us put the corn production at seventy bushels per acre. Let us fix wheat production at twenty-eight bushels per acre. Indiana ought to be able to do that. Great Britain, as we have seen, raises 33 bushels to the acre. Think of it! Great Britain, with land cultivated a thousand years raising more than twice as much wheat per acre as Indiana! Farmers say the land is worn out! They need education. Indiana raises seventy-nine bushels of potatoes per acre. Germany, as we have seen, 200 bushels. To double the potato crop would require a yield of 158 bushels per acre. With proper instruction this could be done. In short, the farms of Indiana could produce twice as much as they do now. To double the farm products of Indiana means an addi-

tion to its wealth of approximately two hundred million dollars.

To bring about this result we are not asking the generous citizens of Indianapolis for two million dollars. One reason we do not ask it, we know we would not get it. At the same time, we believe, we farmers in Indiana would bring great wealth to the City of Indianapolis, more wealth than ever would come to the City through Mars Hill and the Speedway.

The Commission on Industrial and Agricultural education has not asked for two million dollars. We have asked the State for a tax levy of one cent on the \$100.00, in round numbers one hundred and eighty thousand dollars, or about two thousand dollars to a County, if equally distributed to each county. Just how the money, if granted, will be apportioned is left with the State Board of Education, a wise body of educators.

Do you realize what it means to double the farm products of the country? It means nine billions of dollars added to the wealth of the nation. It means reduced cost of food; reduced cost of food means reduced cost of manufacture; reduced cost of manufacture means successful competition for the world's markets. Cheaper food is a boon to the working men in our shops and to the housewife in our homes. High cost of food has made discontent, brought on strikes, spread unrest everywhere.

Peace and plenty will go hand in hand over the length and breadth of this land if our farmers are given agricultural schools, the very best to be had.

F. E. Davis, president of the Tipton Co. State Bank, then gave particulars of the corn growing contest conducted by that institution during the past year. He said, in part: We have endeavored to assist corn production in Tipton County and have thru the bank offered a yearly prize for the best corn grown. Prof. Christy of Purdue University and myself offered a prize of \$50. There were about two hundred entries, and many of these continued in the race, altho conditions were not entirely fit for the contest. The contest was conducted under paid supervisors, who went personally to the contestants' plot and selected the best corn at the time of harvesting. The fertilizer companies also contributed to the prizes. This contest should be of interest to the Grain Dealers and not conducted under the auspices of the bank, for they are more directly interested. It has cost the bankers practically \$200 a year to conduct it, but we feel well repaid, as the interest has grown. The benefits are so easily seen, that it should be taken up on a larger scale.

Wm. C. Hayward of Indianapolis talked on the "Closer Relations Between the Shipper and His Market." He stated that his early training was in the grain business in Illinois, and then he came to Indiana, finding more ideal conditions in that state, for they take better care of grain in the Hoosier state. Mr. Hayward insisted that the shipper get into the absolute swing of the receivers' business, for if one was out of touch, then his whole business was at a standstill. He cited instances where a little closer touch, which was gained by visits to the terminal markets, careful perusal of mail and other conditions brought the shippers many returns that they would have ordinarily overlooked. Another method is the cooperation at the meetings, for the grain trade is rather loose and not carefully organized.

Mr. J. P. Cavanagh, Supt. Freight Transportation, New York Central, prepared a paper on "Car Service Equipment and Movement," which was read by Mr. Clark, from which we take the following:

The essential principles of car reform should be based on a sense of equity and fairness.

A car pool should be formed, making a clearing house for the cars, where a

record of cars shipped, repaired, and charged for accordingly under a standard demurrage law.

All orders for the use of cars from shippers should be made in writing with specific particulars regarding use, so that a proper check will be obtained in the movements.

The Session adjourned to 7:30 p. m.

SMOKER AND ENTERTAINMENT.

At 8:00 p. m. the spacious dining room of the Indianapolis Board of Trade was thrown open for the entertainment of the millers, grain dealers, and their friends, at which time a specially prepared program was rendered, and was followed by buffet luncheon.

In the absence of the President of the Indianapolis Board of Trade, Hon. Aquilla Q. Jones, formerly head of that body, presided, and made introductory remarks prefacing an able address by J. Lawrence Laughlin, head of the Department of Political Economy, University of Chicago, on "The Urgent Need of Banking and Currency Reform." Mr. Laughlin held the interested attention of the audience for nearly an hour. A short musical program was presented, with some vaudeville that caused much merriment among the visitors.

Harry Porter of Indianapolis gave a monolog, in characteristic costumes, depicting Abe Martin, "the Gentleman from Brown County," and made a decided impression by his personal hits, which he delivered promiscuously.

F. E. Ellis gave several pleasing vocal numbers.

The Com'te on Arrangements was composed of Wm. C. Hayward, Mutual Grain Co.; E. K. Shepherd, Cleveland Grain Co., and Frank A. Witt, all of Indianapolis.

After the program, a luncheon was served and a social hour followed.

WEDNESDAY MORNING'S SESSION.

Pres. Ashpough: According to the arranged program certain subjects are presented for discussion. I believe that we will take this first one, terminal markets, and have the discussion go where it may, rather than attempting to adhere to the set program. This is the most important part of our meeting, a time when all troubles of the members are put before the other members and discussed with a view to solve their fellow dealers' problems.

E. H. Culver: Referring to the subject of terminal markets under the first head comes inspection, which is usually carefully done, and in a manner which should really determine the grade and quality of grain. If there are any complaints of the Toledo inspection work, or our market, I would welcome that information, but so far as I personally know there are none.

D. L. Brookie: Mr. Culver has only to look at his reports at home to see whether there are any complaints or not.

Mr. Culver: To what do you refer?

D. L. Brookie: I do not mean specific cases of complaint, but for the terminal market people to explain away the doubts that surround the decisions on the complaints offered them, it will greatly enlighten the country shippers.

Chas. Kennedy, Buffalo: The Buffalo market has received complaints from Indiana shippers and by the authority of that exchange I am here to invite a com'te to make a thoro inspection of the market methods at our expense.

Pres. Ashpaugh: Such complaints have been made, and it is only fair to both parties that they be threshed out at this meeting.

Mr. Kennedy: I am president of the Corn Exchange of Buffalo and am here not as a receiver, but as a representative of the market. I would have preferred another expression from the shippers so that we might more arbitrarily settle this matter, for there seems to have been some discrimination against Buffalo on account of alleged improper methods. I am vitally concerned about these methods, and so is every shipper in Buffalo. If there is no difference in existing conditions it is unjust to that market.

If errors are made frequently by the Buffalo market, not as individuals, but as a market, you should demand some changes in the methods of inspection used. Buffalo receivers lose a great deal of business, by your not sending them your business, and are keenly alive to that fact.

Within the past two weeks this fact has been shown to us clearly and it is my wish to clear up the matter. Reports were received from the Indiana Grain Dealers Ass'n, thru the sec'y, of the fact that there had been some complaint regarding the moisture test.

Buffalo has established as the grade for No. 3 corn, 19% moisture as the maximum. There are several factions in the Exchange. One faction insists that 19% of moisture should not be graded No. 3 corn and one that it should be higher still. Personally I differ from either of these opinions as I do not think that it should enter into the distinct grading of corn.

When complaints of this character were brot to Buffalo, some time ago, it became necessary for a set of uniform rules to be adopted and it is by these rules that that market is governed, and shippers to that market must abide by these conditions else the receivers at that point are unable to accept.

It is clear to most of the receivers that these rules are much too drastic, and better counsel prevailed, receivers asking for a change under which they may receive more business. Buffalo makes this in a sense of fairness, as we are all conscientious and striving simply for a method of protection.

We ask at this time that a com'te of the Indiana Grain Dealers Ass'n be appointed to meet with us in our city, going over every detail of procedure, should they care to do so at any time.

A recent letter from Mr. Riley expresses satisfaction but there arises a regret in that letter that the tests are not entirely as correct as they might be. Pursuant to these demands we have made certain tests of corn in our market and in others, and the results are not uniform, showing a discrepancy of methods. As to the suggestion that a sample be tested in Buffalo, one here in Indianapolis, and one in Decatur. Mr. Riley need not go to that trouble, as he will find a discrepancy in all returns.

These variations are due to an irregularity of methods. I will present data given at the Council of Grain Exchanges, showing the differences of opinion that are likely to arise in the proper procedure for the moisture test.

The question of uniformity has so agitated the Buffalo Exchange that I have taken steps to iron out these difficulties.

In seeking to do this, grain exchanges should not modify these rules without first seeking the State Grain Ass'n's ideas. Therefore I hope to justify a correct conclusion, to which we have come. It is not so important that these exchanges be correct—if they are uniform.

I prepared the following questions which were sent to every inspection bureau of the central markets throughout the country, and have received replies showing such a wide variation in practices as to prove the defects of the entire system:

These are Buffalo's attempts to get at the bottom of this matter, and settle for all time the question of standardizing their methods.

MR. KENNEDY'S QUESTIONS ON THE USE OF MOISTURE TESTER.

What time elapses between taking the sample of corn from the bulk and placing it in the moisture test machine?

Is the corn during such interval always kept in an air-tight container?

What consideration is given the temperature and humidity of the room in which the tests are conducted?

How long a period elapses between placing the corn in the test and bringing the thermometer to the maximum necessary for a test?

What effect, in your judgment, would be the lengthening of this period?

What effect, in your judgment, would be the shortening of this period?

Do you have someone especially employed to make all tests?

How long after the thermometer has been brought to its maximum is the test allowed to stand?

Is there any check upon the operator as to whether the test is fully completed, that is, the full amount of moisture taken out of the grain before registering the amount of moisture?

Is it within your experience that two separate tests of the same sample will vary in result, and if so, how much?

Is the sample for testing taken with a grain tryer after loading or is it taken from elevator before loading? If before loading, how obtained?

What method is employed in identifying the sample actually tested with the corn actually loaded and which is covered by official Inspection Certificate?

We cannot afford to pay men of Mr. Duvel's calibre to inspect the ordinary shipments of corn. He may say that No. 3 may be of 19.1 moisture to 18.7, or 19.5 may also be No. 3, but I think it is not fair to judge strictly on the moisture content, for any good inspector can easily tell higher grade from lower, and only on rare occasions are they fooled.

The moisture test as a determining factor in the grading of corn is not practicable, but as an aid to the inspector to determine the grade, it is of great value and should so be used.

The Chicago market, according to Sec'y J. C. F. Merrill, is amply equipped to handle all receipts, sometimes 1,500 cars a day. Much of it is eliminated by a simple judging process and in questions of doubt samples are carefully tested. What, then, of the moisture test? Is it entirely practical?

I hold that 19.1 corn, showing a variance down to 18.7, should not be graded No. 4. I will welcome any specific criticism that anyone may make.

Sec'y. Riley: I desire to explain the trouble which caused the growth of these differences. On the 4th of January two members of the I. G. D. A. and members of the Indianapolis Board of Trade came to me and expressed their dissatisfaction with results of grain shipped to Buffalo. We have six members of the Indiana Ass'n in Buffalo and to these I wrote telling of the complaint.

Mr. Riley here read the letters, the subsequent invitation for a com'te to visit the Buffalo market, and the results of that visit, which was participated in by himself, the Chief Inspector of Indianapolis, and Mr. W. C. Hayward, and the ass'n had no information as to this appointment, because to this date the controversy was simply a comparison of Indianapolis and Buffalo methods.

I personally witnessed these tests, conducted in Buffalo, by Inspectors Holden of Indianapolis and Anderson of Buffalo, and could see but little difference, but, still unsatisfied, I took the matter up with the U. S. Department in Decatur, Ill., and asked that samples be prepared in Buffalo in triplicate, sending one to Indianapolis, one to Decatur, and testing one in that city under the same conditions, but to this date Buffalo has made no response.

The Buffalo Exchange has interpreted this controversy to have emanated from the Indiana Grain Dealers Ass'n.

With the data which I have at present I shall make a report on what I hope will influence grain standardization generally.

P. E. Goodrich: I desire to coincide with Mr. Kennedy. We use the same method at testing in our own plants that is used in Buffalo. While we found a larger amount of variation between our tests and those of Buffalo than any other market, all were at variance. One thing, Buffalo hews too close to the line, of 19.1% of moisture. For instance, several shipments that we have had tested in Indiana and Illinois which showed No. 3 grade was classed as No. 4 in Buffalo. Two cars now under con-

troversy which we shipped to Buffalo showed a variance of from 18.2% to 20% moisture, thus showing that moisture should not be the determining factor.

I am glad to hear Mr. Kennedy say that corn will not be graded so closely in the future, for it has worked hardships on the shippers. I know of one instance where an Illinoisan shipped a car of corn to Cincinnati and received the grade of "sample," and at Buffalo the grade of No. 3. Thus the grade might be approximated, better than by test, at times.

A Shipper: I would like to inquire as to what machine is used at Buffalo.

Mr. Kennedy: The same machines as in Indianapolis. I find and have reported that a test at Buffalo will vary with any test, as conditions are unlike everywhere.

Pres. Ashpaugh: I see Sec'y. Strong of the Ill. Grain Dealers Ass'n is with us. I would be glad to have him take part in the discussion.

S. W. Strong, Urbana, Ill.: It does me good to hear that Indiana shippers are waking up to the fact that the moisture test is one of fallacy.

In Illinois this matter is under the supervision of the Board of Railroad and Warehouse Commissioners, which set the moisture to be permitted in No. 3 corn at not over 19.25%. This is No. 4 in nearly every market except at Louisville. I think that the moisture test should only be used in cases of inability to properly grade the corn.

At present we are after a hearing to lower the grade, in which we shall ask that others join.

I feel that corn, as graded, should only be graded by commercial worth. To show the fallacy of the uniformity, 95% Illinois corn shipped to New Orleans this season has graded No. 3 and 90% of our shipments to Baltimore have graded No. 3.

Mr. Kennedy: As I said before, there are two factions in Buffalo. Our rules cause the adherence to the rules and consequent to higher discounts, I cannot understand how Buffalo will exist should she persist in making high discounts for the grain.

J. W. McCardle: I believe enough in mankind to believe that the grain dealer of Indiana is honest and sincere; also the receiver of his grain. I cannot but feel that the variance is not due to the dishonesty of the inspectors, but to their carelessness.

My troubles have not been in regard to the grade of the grain, but rather to the loss in weights. In the shipment of 21 cars of grain, weighed on two sets of scales which I absolutely know to be correct, and when weighed at the terminal markets, I found that I had lost 521 bus. of grain.

In my correspondence regarding this loss I received several discourteous letters from the receivers, one man telling me that if I didn't like his methods not to ship him more grain—and I didn't.

Other shippers of my acquaintance have had practically the same experience, and they are dealing with the consumer directly, by furnishing him grain up to his specifications. Let me sound a warning note to the receiver, unless a square deal is given the shipper, he will go around the receivers.

A Shipper: I lost 150 bus. between my station and destination with no trace whatever, and I feel sure that this was no fault with my scales.

Mr. Richardson (Phila.): I am glad

that I have heard no complaints of Philadelphia—so far.

The moisture test is in use in our market as a method of drawing the conclusion, and not as a determining factor. Recently we suffered more than any other market, for we had an embargo placed on our products by the government and had to employ a capable man after a certain date for the conduct of that test.

Dr. Duvel sent a man to Philadelphia, who sampled as we loaded, in the elevators and the cars, and the resulting tests gave .3 to .5 variance. So any shipments to Philadelphia are not graded solely by the moisture test.

A. E. Betts: I would like to ask under whose supervision weights are in Buffalo.

H. V. Burns: We have a chief inspector, Mr. Anderson, who has scale deputies, who supervise the weighing at the scales. These deputies are appointed by the Board of Trade Directors and are all bonded and have no cause for being dishonest, as they know nothing whatever of the destination of the car, the ownership, or anything other than what they may see before them.

Mr. Goodrich: Are there such things as "Clean-ups" in any of your elevators?

Mr. Burns: Very seldom, on account of the transfer grain which is continually shipped through that point. Large elevator seldom have such events.

Tom A. Morrisson: We had a clean-up in our elevator. It was all due to Ed. Culver. He sent out a man, and we had to buy enough grain in the open market to cover the shortage.

Mr. Goodrich: There are shippers here who have lost sufficient corn to line the tracks from here to Buffalo, whether thru scales or thru leaky cars, and the dealers of Indiana are very poor business men to let it go so unnoticed. I weighed four cars and two went to Baltimore. Those were weighed on track scales and one showed a shortage of 7 bus. and one an average of 38 bus. The one which went to Baltimore showed a shortage of 30 bus. and the one at the other market still long at 38 bus.

The relief for the grain dealers is in the Pomerene Bill, and we should help its passage. Correction of weights, grades, and discounts is what the grain shipper is after. On certain shipments state inspection at Chicago would have given me a 1/2 ct. discount on a load of oats, and as it was I got a discount of from four to five cts. in other points. It isn't fair that we have a two cent cut where the "intrinsic value," as Dr. Duvel says, is less than .45 of a cent.

Mr. McCardle: The chief inspector of Indianapolis offered a valuable suggestion, that a railroad official should accompany an inspector to the car so as to determine possibilities of leakage in transit.

A shipper: It is our duty to the good grain dealer to select inspectors from capable, upright men until the time when suitable legislation will give us the right of state inspection. I can't see that we get square treatment from the receiver, when we sell corn with 19.3% moisture and receive a discount of 2 cts. for the grain, sold as No. 4.

D. L. Brookie: The farmer pays for it all and the shipper is guarded against. The farmer watches the scales and sees the weighing done and at the same time doubts your ability. That is enough, and we don't want the abuse and suspicion of the terminal grain man.

E. H. Culver: My friend practically

makes the assertion that the Ass'n has never been invited to enter into the markets to take part in the weighing. Records five years ago disprove that.

I put the moisture test into use nine years ago, and I don't believe that any inspector would care to give it up today. I've tested in every market, and where conditions are the same on samples. The general practices of the test as laid down are not followed.

Ordinarily I can guarantee that six flasks of corn will give less than .1 of 1% variance. I personally put in Mr. Kettle's flasks at Chicago, 32 samples, which showed only a variation of .1 of 1%. The corn, tho, will absorb moisture regardless of what authorities may say, for I have made determinations which show a variance of .1 of 1% at Boston and from that to 2 per cent in Richmond on the haul from Toledo to that point.

Any sensible inspector that pours out the corn in his hand can usually tell the grade, but he is fooled some time, but never on the moisture tester. I have tried to beat it a thousand ways, but I can't.

Should any grower, shipper or others at anytime desire to inspect our methods we will welcome them. I think that Mr. McCardle puts us all under a cloud by not referring directly to markets where he has received faulty weights.

Mr. McCardle: I make no direct charges against any central market. The better plan is, from this on, let us ship our grain to the central markets, keeping a close record of shortages, leakage, and all other matters and report to Sec'y Riley. If we don't have relief by our next meeting, and can't find out the trouble, the reading of the report will be of much assistance.

Mr. Kennedy: Mr. McCardle should also incorporate the overruns.

Mr. McCardle: Assuredly, the shipper deserves no more protection than the receiver gets.

A. F. Files, Evansville: Every man who ships a car of grain should at the same time send an invoice that the receiver may compare and thereby facilitate the checking on leakage in transit.

Mr. Riley: In this connection I desire to call attention to schedules as published in the "Red Book" for the official weight certificate. This ascertains the treatment of the grain, showing shrinkage, etc. We have compiled data and distributed it for solving the question of discounts. Make your contract to conform to schedules a and b of Rule 23 as published. Dealers don't realize that this has been in their hands for 18 months. A great many dealers are now basing their rulings on this. By the use of this contract you can fix the probable discounts. Weight certificates were adopted and should be used by all dealers. Get the railway co. to use the certificate, as they only will have a check weighman in your elevator to answer the requirements of the Pomerene bill.

Mr. Brookie: Why do we have to use the certificate of weight, when the laws say that we should not distort the Bs/L?

Mr. Richardson: It is necessary to use the certificates, when shipping to Philadelphia, as practically eighty per cent is shipped to other points with that city as a distributing center.

Mr. Brookie: When we use the certificate then we sometimes lose, as we have to take the receiver's weights for it.

Mr. Riley: I suggest to Mr. Brookie that the weight is not the most important part, especially when the certificate includes the car no., repairs, etc. I be-

lieve that it is the salvation of the shipper.

Mr. Kelleher: It doesn't make any difference whether they accept the bills of lading or not, so long as receivers make us accept their weights.

RESOLUTIONS ADOPTED.

WHEREAS, the introduction and growth of wild onions and garlic in some parts of this State has become a menace to the farming interests, as well as the milling and grain handling interests, and

WHEREAS, it has been brot to the notice of the Indiana Millers Ass'n and the Indiana Grain Dealers Ass'n, in joint session, that legislation is proposed tending to the elimination of this trouble, be it

RESOLVED, that these Associations in joint session favor any practical legislation to this end, and that the Legislative Committees of these Associations, together with the Secretaries, be instructed to co-operate with Senator George William Curtis, or any other member of the Legislature, in drafting and presenting a suitable Bill to this end and that action be taken immediately.

Funds for Purdue University.

WHEREAS, there is now before the Indiana Legislature a request from Purdue University for appropriations for the maintenance, land and buildings, which we feel are very necessary to meet the growing needs of the University, and

WHEREAS, the work of Purdue University cannot be handicapped by lack of sufficient funds, without interfering with the progress and development of Indiana Agriculture, be it

RESOLVED, that the Indiana Millers Ass'n and the Indiana Grain Dealers Ass'n, now in joint convention assembled, endorse the request of Purdue University, and respectfully urge that the members of the present General Assembly make an appropriation which will adequately meet the needs of the University.

Endorse Cary Bill.

WHEREAS, Poor service and inattention of the employees of the Telegraph Companies at many offices, particularly in instances where there are not competitive offices, too frequently results in miscarriage of business transactions and financial loss, and

WHEREAS, a Bill known as the Cary Time Filing Bill, has been presented to Congress, with a view to remedying such conditions, be it

RESOLVED, that we favor such Legislation in this bill or another as shall fix the responsibility, in such cases, to make possible the collection of any damages that may accrue.

Ask for Laboratory at Indianapolis.

WHEREAS, the establishment and maintenance of a Laboratory at Indianapolis, Indiana, by the Grain Standardization Bureau of Plant Industry, U. S. Department of Agriculture, would bring this service into the heart of one of the greatest grain growing sections of the country and bring the benefit not only to us as business men, but to all the farming communities which we serve, be it

RESOLVED, that we endorse the petition of the Indianapolis Board of Trade that such a Laboratory be established and maintained at Indianapolis.

Favor One Cent Postage.

WHEREAS, a Bill is now before both the branches of the National Congress, proposing the reduction of letter postage from 2c per ounce to 1c per ounce, and

WHEREAS, we believe the present charges on this class of mail excessive as compared with other classes and the interests of the service, be it

RESOLVED, that this Association favors and urges the passage of proper legislation, to the end that first class matter be reduced to 1c per ounce.

Loading and Unloading Cars.

WHEREAS, a Bill has been introduced in the National House of Representatives at the instance of the Interstate Commerce Commission, providing specific law regarding unnecessary details in loading and unloading cars, and

WHEREAS, the same Bill provides specific regulations to be observed by the Railroad Companies in furnishing cars ordered by shippers, and

WHEREAS, we believe in both instances the legislation is warranted by conditions, which are becoming more acute every year, be it

RESOLVED, that we endorse House Bill No. 26678 and urge its passage.

Sympathy.

WHEREAS, in the death of John Studabaker of Bluffton, the Grand Old Man of the Grain Trade of Indiana, has passed away at the ripe age of 95, leaving a record of probity and honor in business and social relations, be it

RESOLVED, that these Associations extend their heartfelt sympathy to the family of the deceased and to his business associates, also be it

RESOLVED, that in the death of Mr. Frank Mull of Rushville, our Association has lost one of its most loyal members, be it

RESOLVED, that we extend our sympathies to his family and to his business associates.

Mr. Ashpaugh: Mr. McCordle, do you desire to incorporate your suggestion in the form of a motion?

Mr. McCordle: I move you, that the grain dealers who are members, and others of the state, keep a record of cars, weights at home and weights at the terminal market, a record of inspection and classification and discounts and at the end of six months report to Secy C. B. Riley this data to be read at the summer meeting.

The motion was put and carried unanimously.

Adjourned *sine die*.

CONVENTION NOTES.

Louisville sent G. S. Zorn.

Pittsburg sent J. A. A. Geidel.

From Baltimore came O. M. Gibson.

A large attendance and an interesting program.

From Minneapolis came A. F. Brenner, all alone.

St. Louis had one lonely representative, T. A. Bryant.

J. A. Rice was looking for elevator buyers every minute.

W. M. Richardson was the only receiver from Philadelphia.

Ex-grain dealers Senator Geo. C. Wood and Carey Jackson couldn't stay away, and were welcome to the evening session.

A two-flask Brown-Duvel Moisture Tester was exhibited in operation by H. A. Brown, representing the Seed Trade Reporting Bureau.

From Buffalo were H. T. Burns of Burns Grain Co.; H. F. Keitsch of Pratt & Co.; W. G. Heathfield, C. Kennedy and J. J. Rammacher.

From Illinois came Secy. S. W. Strong, Urbana; T. Maddox, Scotland; Mr. Ormdorf, Mattoon; C. H. McCune, Hoopston; F. W. Weeks, Peru.

Fire insurance companies represented were Grain Dealers' Natl. Fire Ins. Co., by Secy. C. A. McCotter, I. C. King and C. B. Sinex; the Millers' Natl. Ins. Co., by F. H. Holt.

Customers and numerous friends of the Mutual Grain Co. were entertained at dinner Tuesday evening by Mr. Wm. C. Hayward of the Co. Each caller to their offices received a novel patent pencil.

Toledo's delegation included H. W. Applegate, Chief Inspector E. H. Culver, F. W. Jaeger, C. Knox, C. W. Mollett, D. B. Noyes, O. H. Paddock, E. L. Southworth of Southworth & Co.; J. W. Young.

One Kansas City shipper, W. O. Brackett.

Identification badges were furnished by the Grain Dealers' Fire Insurance Company, Indianapolis, Ind.

L. H. Des Isles, mgr. of the Western Fire Appliance Works, exhibited a working model of a Zeleny Thermometer, a machine for testing the temperature of grain in bins and recording that temperature in the office of the elevator.

A working model of Gordon's Fire Extinguisher was exhibited at the meeting, in charge of C. C. Surber. This apparatus seems to be convenient and practical for fire fighting, for the solution which it contains is non-freezable.

Chicago grain men in attendance: J. M. Adam, repts. Rosenbaum Brothers; G. E. Booth, repts. Lamson Bros. & Co.; R. W. Carder of W. A. Fraser & Co.; P. S. Goodman; E. D. Shumway, repts. Quaker Oats Co., and G. L. Stebbins of Sawers Grain Co.

From Cincinnati were F. E. Fleming of Ellis & Fleming; A. Gowing of Cincinnati Grain Co.; E. A. Fitzgerald of Fitzgerald Bros.; Mr. Gale of Weber & Gale; D. B. Granger of Union Grain & Hay Co.; L. Perin Jr., of Perin Brothers, and J. R. Stafford.

Among the machinery men in attendance were M. J. Young, repts. The Philip Smith Mfg. Co.; F. H. Morley Jr., and F. H. Hogle, repts. the Invincible Grain Cleaner Co.; A. S. Garman, repts. Huntley Mfg. Co.; H. A. Brown, repts. the Seed Trade Reporting Bureau; F. W. Fritchek and L. H. Des Isles.

SOUVENIRS: Wm. Nading of Nading Mill and Grain Co., Shelbyville, distributed a memorandum book; Jordan & Montgomery Co., Indianapolis, a useful letter clip; memorandum books by the Berne Hay and Grain Co.; metal watch fobs by The Bassett Grain Co.; lead pencils by The Richardson Scale Co. and Phillip Smith Mfg. Co.; a table showing relative worth of corn with certain moisture content by Southworth Co.

In connection with his grain business, Bert Boyd has entered into commercial photography, and during the convention he converted his offices into a temporary studio. A young lady photographer performed the operations and presented an excellent (?) likeness of every visitor. The "studio" was well patronized by victims. One dealer, in order to make a complete conquest by the photograph, procured a fresh, clean shave before sitting, but refused to accept the finished print.

Among the Indiana dealers in attendance were: W. H. Aiman, Pendleton; Robt. Alexander, Buck Creek; C. N. Ashpaugh, Frankfort; C. Baer, Stockwell; C. M. Barlow, Kokomo; J. F. Barlow, Sharpville; J. C. Batchelor, Sharpville; E. Bell, Lafayette; A. E. Betts, Frankfort; W. M. Bosley, Milroy; A. Boling, Adams; F. O. Branch, Martinsville; D. L. Brookie, Frankfort; H. L. Brown, Auburn; H. M. Brown, Kingman; G. T. Burk, Decatur; W. S. Besser, Greencastle; A. B. Cohee, H. C. Clark and M. L. Conley, Frankfort; B. F. Crabbs, of Crabbs-Reynolds-Taylor Co., Crawfordsville; C. M. Clark, Whitestown; H. H. Deam, Bluffton; O. A. Dutches, Kokomo; W. H. Eisenhour, Fountaintown; C. G. Egly, Raub; E. E. Elliott, Muncie; F. Evans, Raub; F. H. Farnsworth, Kokomo; F. O. Pitton, New Harmony; A. F. Files of W. H. Small & Co., Evansville; W. B. Foresman of Crabbs-Reynolds-Taylor Co., Lafayette; W. Franks, Frankfort; F. B. Fox, Tipton; H. E. Garrison, North Grove; P. E. Goodrich, Winchester; W. A. Gray, Kirkpatrick; C. Hayward, New Rich-

mond; J. S. Hazelrigg, Cambridge City; W. H. Herschman, Tipton; C. W. Hinkle, Rushville; F. G. Heinmiller and J. T. Higgins, Lafayette; A. M. House, Hobbs; M. S. Hufford, Frankfort; E. Hutchison, Arlington; J. M. Hughes, Brookley; C. B. Jenkins, Noblesville; R. C. Jenks, Glenwood; F. L. Hunt, New Richmond; F. W. Kennedy, Shelbyville; T. Kirkpatrick, Raub; J. J. Killerher, Frankfort; E. A. Luginbill, Berne; C. Loughrey, Monticello; J. C. F. Martin, La Fountaine; N. W. Maddox, Lebanon; W. J. Mercer, Spiceland; F. A. Morrison, Kokomo; T. K. Mull, Manilla; O. Miller, La Fountaine; E. L. Moore, North Salem; W. M. Moore, Covington; G. D. Mug, Lafayette; G. M. Mulsbary, Darlington; B. McBain, Thornton; J. A. McComas, Fortville; J. W. McCordle, Melott; L. McFadden, Walton; H. L. McNaughton, North Vernon; C. F. Naber, Fairmount; W. Nading, Shelbyville; W. O. Neuenschwander, Berner; C. L. Northlane, Union City; J. F. Nolte, Aurora; B. E. Page, Melott; C. G. Patten, Morristown; W. W. Pearson, Upland; J. J. Putnam, New Point; C. S. Reed, Tipton; O. S. Robert, Lafayette; H. W. Reimann, Shelbyville; M. O. Scott, Scircleville; J. L. Schalk, Anderson; W. Seeger, Clark's Hill; C. F. Seward, Galveston; C. Sharp, McGrawsville; J. T. Sims, Frankfort; W. L. Sparks, Terre Haute; H. T. Stout, Crawfordsville; T. O. Stanley, Lyons Station; C. A. Stevenson, Frankfort; L. C. Smithson, Hazelrigg; W. A. Summers, Ambia; E. K. Sowash, Middletown; C. W. Urmston, Tipton; J. C. Valentine, Franklin; N. A. Wall, Lizton; E. M. Wasmuth, Roanoke; A. P. Watkins, Lincoln; N. A. Wall, New Ross; J. W. Waltz, New Palestine; F. C. Williams, Dayton; T. B. Wilkinson, Knightstown; H. G. Wolf, Morristown; J. W. Witt, Lebanon; W. D. Wilhelm, Tipton; W. Wiedemann, Frankfort; O. Yundt, Stockwell; O. J. Thompson, Kokomo.

THE CORN CONTEST.

The Indianapolis Board of Trade conducted a corn contest which aroused a great deal of enthusiasm among both dealers and farmers. During the convention many growers were in attendance and the products of their farms were viewed with much pleasure. Premiums were distributed as follows:

WINNERS OF THE PRIZE GRAIN CONTEST.

Best Ten Ears of White Corn: First Premium, J. L. Kerlin, Franklin; 2d, G. W. Stainbrook, Franklin; 3d, Harry Tilson, Franklin; 4th, J. Stainbrook, Franklin; 5th, C. A. Smith, Whiteland; 6th, Thomas O. Owens, Franklin; 7th, George Lux, Shelbyville; 8th, Wm. Halliday, Franklin; 9th, Peter Lux, Shelbyville; 10th, Max Jones, Franklin.

Best Ten Ears of Yellow Corn: First Premium, J. E. Wilson, Wingate; 2d, Roy Snoeberger, Rockfield; 3d, R. W. Sanford, Franklin; 4th, Harry Tilson, Franklin; 5th, E. E. Smith, Franklin; 6th, H. L. Smith, Greenwood; 7th, Wm. Halliday, Franklin; 8th, G. W. Stainbrook, Franklin; 9th, Max Jones, Franklin; 10th, Lorenzo Sanford, Franklin.

Best Single Ear of Corn: First Premium, Peter Lux, Shelbyville; 2d, J. R. Halliday, Franklin; 3d, Roy Snoeberger, Rockfield; 4th, Otis Thompson, Crawfordsville; 5th, G. L. Kerlin, Franklin; 6th, Ed Lux, Shelbyville; 7th, C. A. Fair, Shelbyville; 8th, G. W. Stainbrook, Franklin.

Best Peck of Wheat: First Premium, Wm. Tritch, DeKalb; 2d, O. P. Hollingsworth, New Augusta; 3d, W. A. Barnett, Hazelton; 4th, Joseph Isley, Flat Rock; 5th, Thomas Blackwell, Franklin; 6th, Narel L. Boaz, Franklin; 7th, M. H. Pharis, Shelbyville; 8th, Benj. Underwood, Scipio; 9th, J. O. Mundell, Thornton; 10th, R. D. Clore, Franklin.

Best Peck of Oats: First Premium, Wm. Tritch, DeKalb; 2d, A. E. Hollingsworth, New Augusta; 3d, Ira E. Deer, Franklin; 4th, J. L. Kerlin, Franklin; 5th, J. C. Mundell, Thornton; 6th, Jacob Mundell, Thornton; 7th, Harry Tilson, Franklin; 8th, Narel L. Boaz, Franklin; 9th, R. D. Clore, Franklin; 10th, Roy Snoeberger, Rockfield.

I have been out of the grain business for nearly five years now, but I haven't seen the place yet where I could do without the Grain Dealers Journal.—W. F. Banta, Ridge Farm, Ill.

Meeting Council of Grain Exchanges

At CHICAGO

The fourth annual meeting of the Council of Grain Exchanges was held at Chicago Jan. 16 and 17. The first session was called to order at 2:30 p. m., by Pres. J. C. F. Merrill, who read his annual address, from which we take the following:

ADDRESS OF THE PRESIDENT.

Since our June meeting, at which Committee reports were made covering the activities of the Council during the first part of the year, nothing outside of routine work has required special attention of the organization as a whole. The work of the several committees has progressed in an orderly manner, except that of the Publicity Committee, which has been obliged to suspend activities for want of funds. The publishing of copy furnished by this Committee has been secured since the appropriation of \$500.00 was exhausted by collaborating with the Crop Improvement Committee in securing publication of such matter as could be accomplished without increased cost. Increased revenues are needful to carry on the work of publicity, and to make it possible to pay the Secretary's salary.

The Hall-Baker case was completed in the United States Circuit Court of Appeals, the decision of the lower court being reversed and the shipment of grain in interstate commerce graded by State authority once more made safe. The court declared in its opinion that the "Pure Food and Drugs Act was not enacted to catch and punish merchants who are conducting their business by customary and approved methods with no intent to deceive purchasers or to injure the public health for the mistakes of third persons over whom they have no control, nor for trivial errors of their own, which at first blush may seem to bring their action within the inhibition of the law, but in reality they violate neither its letter nor its spirit."

The legal expenses of this case were apportioned among the constituent members of the Council, thus dividing what would have been a heavy burden if borne by one body alone, into portions easily provided by each Exchange.

Legislative matters at Washington have received due attention, the Pomerene Bill of Lading Bill being the one which has received the greater attention, both in the Senate and House Committees and through personal contact with members of both houses. It is a matter of tremendous importance to the public, to the shippers of farm products and to all who practice the using of Bills of Lading as a means of controlling title of property shipped. This Bill has passed the Senate and is in an advanced position in the House. The Bill of Lading Committee will report on it more fully with recommendations.

I call the attention of members to H. R. 3010 in the House of Representatives, introduced by Mr. Cary, which was referred to the Committee on Interstate and Foreign Commerce Apr. 10th, and reported to the House by the Committee Aug. 2nd, 1912. "To prevent discrimination by the mailing or otherwise forwarding by telegraph or telephone, or telegrams or messages by telegraph companies when same are accepted for telegraph, i. e., transmission by wire."

The press of business during the remaining six weeks of the Sixty-second Congress with practically nothing done with the eleven hundred millions of dollars of appropriation bills, and other highly important business, places the Bill of Lading Bill and the Telegraph Bill in great jeopardy. I suggest to all members of the Council, and to such guests as may be present, that effort be put forth in some systematic order to push the Bills to enactment at this session of Congress. Inspired communications to representatives and senators, when it is evident that such be the fact, have practically no effect at Washington, but expressions of a genuine desire are among the most potent influences. Therefore, stereotyped forms should be avoided. Letters from a number of the constituents of each senator and congressman, making known the earnest wish of the writer, should be secured by the members of our constituent bodies to the extent of having all congressmen in their respective states thus informed of the desires of the people. Congressmen

and senators can not be expected to interest themselves spontaneously, but will be always found responsive to a general wish of those whose votes put them in office. Therefore, careful attention by those in position to do so, to making known to our representatives at Washington the general desire of the people without respect to locality, is the only effective means at our disposal for view of the year by date of the end of the present Congress.

Business Ethics.—With these words of report of our activities since our last meeting and of suggestions for the future, I ask attention briefly to a subject now of widespread interest to the American people in its application to the business of handling agricultural products. In an address I made in January, 1911, I spoke of the great forces making for a higher system of business ethics, and asserted then that it would prevail. I also asserted that this modern ideal relative to the moral obligations of those who serve the public is that they shall, in rendering such service, be entitled to receive one fair and reasonable profit, and that then they shall become trustees for and protect the rights of those with whom they have business transactions. The enunciation by the President-Elect of the United States in this city last week, in almost the same language, as indicating in part the policy of his coming administration, clearly proves the certainty of the opinion of the public in its requirements of all business men in their relations with each other. To recognize this is but to read the handwriting on the wall, that we must recognize the great forces making for a broader horizon, a larger sympathy, and a high system of business ethics. The application of these demands to the grain exchanges business, I am sure has been and will continue to be recognized by their members, not only because of the imperative demand itself, but also because of the inherent desire to rise to the level of high ideals in living our business lives. This is an age of freedom as well as an age of investigation of truth, but what we are pleased to call freedom is not everywhere identical with truth and right. In one particular it is the determination to be governed by just and equal laws; in another, the despising of all laws but those of one's own imagination and self-interest. In other words, the recognition of the demands of the public and graceful obedience to them means smooth sailing for the Exchange or Board of Trade craft. Because of the fact that ownership of farm products imposes the risk of ownership of fluctuating commodities from time of production to time of need, and because there is a distinct class which desires to assume the risk of ownership which the merchants and holders may desire to eliminate, hedge trading and speculation becomes a large factor in the merchandising of our crops; for as a general rule, there can be no hedge trading without speculators to take the risk. The benefits of it by the very nature of things are out of sight of the public, and as it plainly witnesses many of the disasters, it blames the exchanges as being the cause of them. That most of the blame visited on the Exchange is not deserved can be confidently asserted.

It then, in my opinion, may easily be seen that the grain and commodity business merchants generally, on the Exchanges and off, in matters pertaining to sales for future delivery, or for immediate delivery, on spot or for shipment, may easily recognize that their highest attainments ethically and commercially lie in the direction of clean practices, of a square deal always, of quickly brushing off the barnacles. As before said, to secure for himself a clean, fair profit on every trade, is every man's duty; more than that, the public says shall not be taken. To get all the business obtainable from those qualified to speculate, is equally justifiable, and the public will not object. To seek by lurid correspondence, to excite the desires of the weak to imitate the strong, with its almost certain result of disaster, the public has decreed shall stop. The advent and growth of this feature of the business was insidious, and brought criticism on the exchanges. When its character and effect were fully recognized, I am glad to say, the exchanges stamped it out.

Fundamental conditions have changed radically in the grain business since 1890. Changed methods are enforced by changed conditions. Conservation of our business is

well worthy of our thought and of our endeavors. It can be realized only by education. To educate Exchange members is comparatively easy; to educate the public, is a big job. It can not be accomplished in a day. Persistence in the work, coupled with freedom from offense by the Exchanges, or anything having the appearance of it, will in the end be successful. Therefore, this and kindred bodies have addressed themselves diligently to the task.

Offensive and injurious legislation is constantly threatening us. It has been given new impetus by the recent Pujo Committee investigations of the New York Stock Exchange, and while it is improbable that anything can be accomplished during the remaining six weeks of Congress, in view of the great mass of business to be completed, including eleven hundred million of dollars appropriation bills, yet accidents and the unexpected are always to be reckoned with and should not be lost sight of.

I trust by these suggestions I have not imparted the least idea to any of you that I shrink from the most powerful searchlight upon our business. On the other hand, I would solicit it. Through the veil of the future, dimly hidden as it is, I see the legitimate exchanges growing stronger in public confidence and taking their place among the most stable and highly respected institutions of our country.

C. A. Magnuson moved that the sec'y have copies of the president's report printed in pamphlet form for distribution to each member of the constituent exchanges. *Carried.*

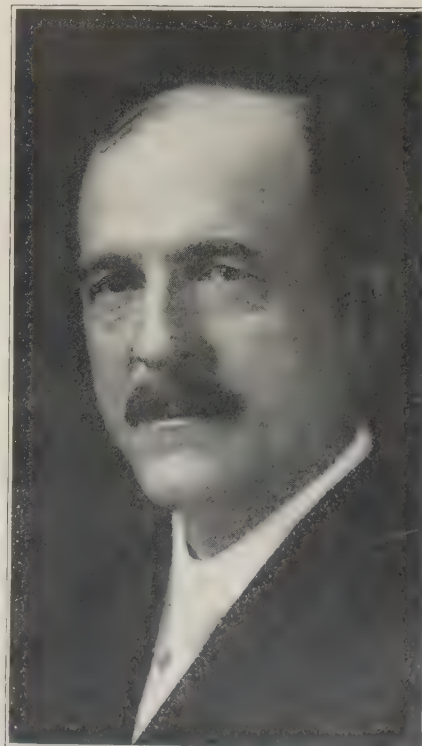
J. R. Pickell, sec'y, read his report, from which we take the following:

SECRETARY'S REPORT.

The records of this Council of Grain Exchanges, for the past year, reveal a period of unusual activity. Never since its organization has the Council been so useful to the producing and consuming public, as it has within the period which marks the passing of another year.

We are not able to report any material progress in the adoption of more uniform rules by the Grain Exchanges for which this organization stands, and for which we should constantly strive, as uniformity in trading customs is the basis of harmony and prosperity; but we have been able to assist in increasing the production of the soil, in warding off inimical legislation, in creating in the public mind a more favorable attitude toward the Grain Exchanges, and we have striven for the passage of much needed legislation.

The reports of your Secretary for the past two years, so far as the relation of the public to the Grain Exchanges is concerned,



J. F. C. Merrill, Chicago, Ill.
Re-elected President.

have seemed somewhat pessimistic. That will not be true of this report, because we have much tangible evidence that the publicity work in which we have been engaged, is resulting in the eradication of much misunderstanding. The Exchanges are better understood to-day than ever before, and a correct comprehension of their functions is all we strive for. When the country learns the facts about the operation of the Grain Exchanges, then Public Opinion will be as steadfastly for us as it has seemed to be against us.

New Members: We are glad to report the addition of one new member for the year. We were unfortunate in losing the direct support of the Philadelphia Commercial Exchange, the first and only Exchange to withdraw permanently from the Council; but we have been agreeably pleased to welcome the Cincinnati Chamber of Commerce to membership, under the Class B provision of the Constitution, providing for one voting delegate from the Exchange at a cost of \$100 per year for membership dues.

Recommendation: It seems we will not be able to increase the present membership to any great extent unless some provision is made to eliminate the fee of \$100 for those smaller Exchanges which withhold their direct support from the Council, solely, as I believe, from a financial standpoint. In a letter received from Mr. Chas. D. Jones, of the Nashville Grain Exchange, he says, "I think by all means the Nashville Grain Exchange should join the Council of Grain Exchanges, but it is merely a matter of money with us."

It might be the part of wisdom to reduce the affiliation fee for the smaller Exchanges under a special Class C membership, or to allow them to affiliate without cost and without a vote. Many Exchanges obviously cannot afford to pay \$100 for a membership in this organization. Any action to be taken upon this suggestion, however, would necessitate the amendment of the Constitution and By-laws, and it could not be acted upon before the June meeting. Recommendations may be made at this meeting.

Legislation: Attention was directed in the June report by your Secretary to the interpretation of the Pure Food and Drugs Act by the Bureau of Chemistry, and to the part which the Council took in initiating the protest against the interpretation of the Act. The activity of the Council in this respect, since the June meeting has only indirectly referred to the Act, as it was involved in the Hall-Baker Grain Co. case. The Council, at the Milwaukee mid-summer meeting in June, 1911, assured the Kansas City Board of Trade that if it would undertake to appeal from the decision of Judge McPherson, in the United States Circuit Court, to the United States Circuit Court of Appeals, it would assist in bearing the costs of the appeal. The case has since been tried and won in the United States Circuit Court of Appeals. The total costs in connection with the appeal amounted to \$3,732.45. Appropriations were asked from the following Exchanges affiliated with the Council: Kansas City Board of Trade, \$1,000; Chicago Board of Trade, \$1,000; Minneapolis Chamber of Commerce, \$500; St. Louis Merchants Exchange, \$500; Omaha Grain Exchange, \$200; Milwaukee Chamber of Commerce, \$200; Duluth Board of Trade, \$200; Toledo Produce Exchange, \$50; Buffalo Corn Exchange, \$50; Peoria Board of Trade, \$32.45.

Your Secretary is pleased to report that without a solitary exception, the Exchanges which were requested to appropriate funds promptly responded, so that the expense item of \$3,732.45 was immediately liquidated by the constituent members of the Exchanges.

Uniform Rules: The Council has uniformly favored the passage of four different sets of rules, as follows:

- (1) Providing for a margin clause covering cash grain transactions.
- (2) Calendar days as a basis for shipping time.
- (3) The arbitration of differences in the market on which the trade was consummated.
- (4) The adoption of Uniform Rules as to methods and manner of adjusting defaulted or delayed shipments, or over or under shipments of grain.

We had reason to believe, in consideration of action at the June meeting, that we would be successful in securing the passage of these rules in some of the Exchanges. The requests of the Council bearing upon these rules were duly presented to the proper officials of the Chicago Board of Trade (also other constituent members) with the request for the formulation of suitable rules, and a special committee was appointed by the President of the Chicago

Board of Trade, which prepared them, but they were not submitted to the vote of the members of the Exchange, because of the refusal of the Directory to approve the proposed rules for ballot. Definite progress in the general passage of these rules by the constituent members of the Council cannot therefore, be reported at this time.

The following Exchanges have adopted the rules referring to calendar days: New York Produce Exchange; St. Joseph, Mo., Board of Trade; Memphis Merchants Exchange; New Orleans Board of Trade; Pittsburgh Grain and Flour Exchange; Toledo Produce Exchange; Duluth Board of Trade; Minneapolis Chamber of Commerce; Milwaukee Chamber of Commerce; St. Louis Merchants Exchange; Peoria Board of Trade; Chicago Board of Trade. Detroit has recently adopted the calendar day rule and the arbitration feature proposed by the Council. The Chicago Board of Trade refuses to change its rule to conform to that of the National, as do also the New York Produce Exchange and the Milwaukee Chamber of Commerce.

The following resolution was adopted at the June meeting of the Council and the Exchanges were duly notified concerning the attitude of the Council on interest charges, as follows:

"That interest be charged on all shipments F. O. B. shippers' station, based on destination and terminal market terms and on consigned grain the interest should cease the day after the weight ticket is received."

The Detroit Board of Trade adopted this recommendation and it conforms to the rules of all the leading Exchanges.

FINANCES.

The financial condition of the Council, we are pleased to report, is healthy, and balances are on the right side of the ledger in both the General and the Crop Improvement Funds. At the June meeting, your Secretary was requested to forward a financial statement to each of the Exchanges and this request was complied with. The receipts and expenditures of the Council for both the General Fund and the Crop Improvement Fund in detail are as follows:

General Fund.	
Jan. 10, '12, bal. on hand.....	\$ 500.26
Receipts.....	
Dues collected	\$2,700.15
Interest	85.66
Total	\$3,286.07
Disbursements	3,288.07
Crop Improvement Fund.	
Jan. 10, 1912, balance.....	\$ 1,153.84
Jan. 9, 1912, receipts to Jan. 1, '13	17,521.07
Total receipts.....	\$18,674.91
Disbursements	12,919.25
Balance—	
Crop Improvement Fund.....	\$ 5,755.66
General Fund	74.81
Total funds on hand.....	\$ 5,830.47

Uniform Grades of Grain: At the June meeting of the Council, the Uniform Grades Committee was directed to continue its work of investigation and to report at this meeting. Your Secretary was requested to inform the Exchanges concerning the proposed changes in the grade, and also to bring to their attention the motion carried at the June meeting, that these rules would be considered at this meeting. These instructions were fully complied with.

Credit Bureau: This subject has been frequently brought to the attention of your Secretary, especially by a member of the Executive Committee who is a vigorous champion of the Credit Bureau idea. The Council took formal action on the organization of a Credit Bureau at the June meeting in 1911 in Milwaukee, by tabling a resolution favoring its organization, but the agitation in favor of the organization of a Credit Bureau by the Council became so pronounced during the year that the subject was again submitted to the Executive Committee, which still remains opposed to the idea by 4 to 2.

Publicity: The publicity work of the Council during the past year has been exceptionally favorable. Aside from the number of personal addresses and scores of special articles written and printed in many trade papers, farm journals and other mediums during the past year, we were fortunate enough to secure the circulation in forty states of a page newspaper article relative to the Grain Exchanges, which reached a grand total of 1,500,000 copies at a cost of only \$194. We have spent, during the year, the sum of \$249.50, as follows:— (This sum does not include postage and stenographic services included in officers' expenses in financial statement of the General Fund.)

Farming and Rainfall, by E. Pfarruis.	\$ 7.00
Western Newspaper Union pages....	194.00
Miscellaneous	22.25
Cost of the Council of Grain Exchanges	
is Worth While, by J. C. F. Merrill	26.25
Total	\$249.50

We wish to acknowledge the co-operation of the Chicago Board of Trade in an extended publicity campaign, which cost nearly \$1,300 and which was carried on through the Council of Grain Exchanges. Your Secretary prepared a booklet entitled "The Speculative Distribution of Grain," and 28,000 were sent to farmers who are land owners and stockholders in the various co-operative grain companies in the United States, as well as to the managers of the farmers' co-operative companies.

Recommendation: It is apparent to all who are familiar with the difficulties in connection with favorable publicity for the Grain Exchanges that the enmity against them seems to be largely in the minds of the producers, who, as we well know, are the greatest benefactors of the speculative system of grain distribution. Your President has pointed out the necessity of continued education, and your Secretary possesses knowledge of some very valuable publicity work which could and should be done, but in order to intelligently carry on a campaign, a financial appropriation will necessarily have to be made at this meeting which will provide adequate funds to be paid proportionately by the constituent members of the Council.

The results above outlined do not include the excellent work which has been done by the Crop Improvement Committee of this Council. We have been called upon for information from all sections of the United States on various questions relative to the operation of the Grain Exchanges. We have even been invited to assist in organizing an apple and potato exchange, in order that those commodities might be marketed at a minimum of cost between the producer and the consumer as in grain.

Recommendation: I wish to respectfully recommend that a permanent Legislative Committee be provided for at this meeting. We have only one permanent committee, that on Uniform Rules, and as one of our most important functions is that of promoting favorable legislation and protesting against inimical legislation, it would seem advisable that this Council be at all times provided with a Legislative Committee, to co-operate with similar committees in other organizations.

CROP REPORTS.

The subject of crop reports was discussed at the June meeting and a committee, composed of J. C. F. Merrill, Geo. H. Davis and F. A. Meyer, was provided for, to prepare a resolution to submit to the various Grain Exchanges for their consideration.

Suggestion has been made to the Council that the members of the Exchanges print the names of the Exchanges with which they are affiliated upon all stationery, in order to encourage the patronage by country shippers with only those members who are affiliated with the Exchanges, as this offers them protection which they cannot secure by trading with non-members of the Exchanges. This suggestion is heartily endorsed by the Council officials and has been brought to the attention of the affiliated Grain Exchanges. We have received no objections to the suggestion.

Telegraph and Telephone Service: Your Secretary has received a number of complaints from members of the Exchanges concerning the telephone and telegraph service. This subject has not heretofore been considered at any previous Council meeting, and in order that it might be brought properly before the delegates to this convention, we have invited Mr. Frank J. Delaney, of Chicago, a man who is thoroughly conversant with the subject, to discuss a question which has at least received more than passing attention by grain merchants everywhere.

Council Officers in Conference: Your President and Secretary were privileged to attend a conference of the directors and members of the Legislative Committee of the Grain Dealers National Association in Chicago in December. In a most admirable address, your President very ably outlined the attitude of the Council in regard to pending and probable legislation. The harmonious result of the meeting was most gratifying, as the co-operation of the Council with the National in legislative matters was assured.

W. J. McCabe moved that the sec'y's

recommendations be referred to the proper committees. *Carried.*

John W. Snyder, treas., read the report of the treasurer, corresponding in figures with those of the sec'y, and on motion, it was referred to an auditing committee of three to be named by the pres.

T. E. Cunningham, chairman of the Finance Com'ite, stated that his report would be a repetition of the treasurer's report, so it was omitted.

W. M. Hopkins of the Com'ite on B/L presented the following report:

Report of B/L Committee.

Mr. England, Chairman of the Bill of Lading Committee, has asked me to make a report for the Bill of Lading Committee, and I beg to say that substantial progress has been made towards securing needed legislation upon which a bill of lading can be based.

Pursuant to resolution passed at the June meeting of this Exchange, held at Cedar Point, O., your Committee appeared before the Interstate Commerce Committee of the Senate in favor of the Pomerene Bill, now known as Senate Bill 957, and prepared resolutions which were transmitted by your President to each member of the Senate. The bill passed the Senate on Aug. 12, 1912.

Your Committee recommends:

First: That the same procedure be followed in advocating the passage of this bill in the House as was had when it was up for consideration before the Senate, namely, we should appear before the House Committee on Interstate and Foreign Commerce in favor of the bill, and also advocate its adoption by communicating direct by letter with each Representative, as was done when this measure was before the Senate.

Second: That each Exchange member of this Council prepare and forward to each Representative a communication of similar import. This is important because it is necessary that the Representatives be impressed with the fact that there is a widespread interest in this measure, and communications coming from different sections will be of great value in securing favorable consideration for the measure.

Third: That when the Pomerene Bill is passed by the House and becomes a national law, we should continue to advocate its adoption in States where it has not as yet been adopted.

The Pomerene Bill is the only bill proposed that embodies a complete code of law on bills of lading, and, therefore, is the bill that we want.

I might say that there were two primary difficulties that confronted us at the outset in the matter of bill of lading legislation:

First: There was no national legislation on this subject.

Second: There were no uniform State laws.

If the Pomerene Bill should pass the House the first difficulty will have been overcome, and we will then have national statutory regulation governing bills of lading.

The second difficulty has been met to a certain extent by securing the adoption of the Pomerene Bill in ten different States.

As above recommended, this matter should be pursued further among the different States, after we secure the national legislation, until this measure has been adopted by all States. When this is done the Interstate Commerce Commission will then be in position to frame a uniform bill of lading predicated its terms upon the law thus established. The business interests of this country will then have secured what we long have sought, namely, a bill of lading that is uniform in its terms and applicable to both state and interstate shipments, that is acceptable to bankers as an instrument of credit, and imposes upon the carrier its legal liability for the property described in such bill of lading.

The Interstate Commerce Commission has called for information as to the operation of and objections to the present uniform and standard bills of lading. Your Committee has filed a statement with the Commission setting forth its objections to the present bills of lading, and will appear before the Commission at the hearing which is to be given, the date of which has not yet been set. It will be recalled that this Council authorized your Committee at your June meeting to appear before the Commission when this hearing is given, and will proceed accordingly.

On motion by Chas. Kennedy the committee was continued.

H. L. Goemann, chairman of the Com'ite on Uniform Rules, read the report of the committee, from which we take the following:

Report of Uniform Rules Com'ite.

As chairman of the Uniform Rules Committee I regret to say that my report as to the progress the Committee has made relative to the different rules which have been discussed freely at previous meetings of the Council does not show that the Committee made any progress since our last meeting.

Unfortunately I have been unable the past six months to give this work the attention it ought to have owing to conditions arising which demanded that I give my time to my business, and for this reason I have been compelled to neglect the work of the Uniform Rules Committee.

Through the courtesy of the Board of Directors of the Chicago Board of Trade I was asked some months ago to appear before them when the chairman of their special committee, Mr. Gerstenberg, made a report on cash grain rules, and altho I tried my best to convince the Board that they ought to pass a rule that all contracts for cash delivery grain for future shipment contain a clause that margins can be called under the contract, I regret to say that the Board did not agree with me and voted against this proposition.

It seems to me that as this was not to be an arbitrary call for margins, but simply the arbitrary insertion in the contracts that margins could be called under that contract (which in my judgment is simply good business and the protection the trade needs), and furthermore, in conversations with members of various Chambers of Commerce I found that they did not desire changes in their rules, I therefore have become somewhat discouraged with trying to bring about uniformity in the trade rules between exchanges.

I do not believe that the smaller cash grain markets will want to take the initiative as a rule in promulgating rules, or to have rules which will not permit them to have some advantages to attract business to them, for Chicago being the largest grain market in the world they would stand very little show by having in effect rules and regulations which would, in their judgment, give the advantage to the larger markets in trading. I find too, that the markets are always looking out for themselves and are only willing to change their rules so as to get the business to their own market; this, of course, means that the general markets will fight any change in rules that will affect or interfere with their business.

As an illustration a certain market changed its grade on No. 2 Rye from 55 lb. test to 54 lbs. in order to give that market an advantage and largely to favor one firm. In a number of markets the inspection of the grain is not in line with the uniform grade rules, and being easy in their in-grades secure considerable business at the expense of competing markets which hold the grades to the uniform rules.

In addition to the old subjects which have been discussed, the shipping time (which varies slightly from the Grain Dealers National rules); the margin call; the interest charge on purchases; telegraph and telephone charges on messages sent "collect" on inquiries; that all contracts contain a clause that both parties to the contract be compelled to arbitrate differences in the market on the basis of which the trade was consummated, we recommend that uniform rules be adopted as to the method and manner of adjusting defaulted or delayed shipments, or over or under shipments of grain on contracts made for shipment.

There ought to be some general rule whereby the custom of guaranteeing grain to arrive cool and sweet would be uniform, and there ought to be some limit as to the point to which the grain is guaranteed. It seems to me that the eastern buyer who bills his grain to a diverting and holding point should be willing to have the guarantee on the grain end at such point. Inspectors should be placed at such hold points so that the western seller will know where his liability ceases, and will not be compelled to have the grain guaranteed to interior points on all branches of roads where it is impossible to have the cars applied at market differences. When grain is refused it must be reshipped at local rates to some other point, and in addition must be sold at current market values irrespective of original contract. It would be just as easy for the distributing buyer or jobber to sell his grain basis of inspection at junction point (if that was the general rule) as to guarantee its condition at final destination. This would mean that if the car was not right when it reached the junction point it could be diverted to some market where it could be disposed of at a minimum loss.

I believe that all these points ought to be covered by uniform rules in all markets for unless rules are uniform as well as grades of grain, it throws the advantage in trading, to those markets whose rules and grades favor the buyer or seller as the case may be.

Considerable difference (probably the most) exists between the markets that cater for eastern business and possibly these recommendations do not appeal so strongly to western markets where rules are more uniform due to different manner of doing business.

W. J. McCabe: I dislike to see Mr. Goemann's work laid aside. He is working on a matter of great importance.

Chas. Kennedy: This matter should not die. Let the sec'y get an expression of opinion from the different exchanges. A motion that the sec'y get an expression from the exchanges *carried.*

J. C. F. Merrill: In view of the sec'y having covered the ground there is very little to say for the Com'ite on Publicity.

The Council may be a very potent factor for good in the various departments of exchange activity. To obtain the publication of this matter in 1,500,000 publications is an achievement.

The great importance of education may be easily recognized, and it cannot be over-emphasized. The exchanges may feel that it is just intangible enough to pass it on from day to day until nothing is done. Before this meeting adjourns the most useful thing that could be done would be the provision of additional funds.

The introduction of the bill by Senator Cummins may be passed over as not very threatening. I doubt whether his own constituents would stand for it; and if passed it would be speedily repealed. His own constituency could not hedge their No. 3 corn.

The majority leaders in Congress have said that legislation would not be renewed at this session of Congress.

E. H. Culver, chairman, read the following report for the Com'ite on Uniform Grades:

Report of Uniform Grades Com'ite.

The Com'ite beg leave to submit the following report of the work that we have tried to accomplish in the past year:

After a great deal of correspondence with Mr. McCabe of Duluth, and with Mr. Eva of the State Inspection Department of Minnesota, we tried to standardize and put the grade of No. 1 Northern and No. 1 Hard Spring on a percentage basis.

Mr. Eva and Mr. McCabe laid this matter before the State Board of Appeals, but they refused to change the present basis of inspection.

As Chairman of your Com'ite and a member of the National Grain Dealer's Com'ite, I tried to straighten up the uniform grade rules, as per the request of the Southern, Eastern, and Western markets of which amendments I have a copy. They were defeated at the Norfolk convention, and there has been practically nothing accomplished this year.

I tried to place the grade of No. 3 corn on an 18% basis, whereby it would be a safer commodity for both buyer, seller and elevator man to handle. As the grade now stands, we have only a three months' grade, that is: December, January, and February, and the Southern markets have begged for the past five years for us to try and make this grade, and I promised the gentlemen that it should go before the convention, and was instructed at the Omaha Convention to bring in these amendments: the same were published four months before the Convention, so that every market in the United States had a chance to fight for them if they so wished, but the country did the fighting, and the markets stood pat. I have a copy of these amendments, and if the Council wishes, I will submit them with this report.

I regret to report that the Uniform Grades Com'ite has made little progress; and that some exchanges that did adopt the uniform grade rules are not living up to them.

I have about come to the conclusion that this Uniform Grades Com'ite is a farce.

Pres. Merrill appointed a nominating com'te consisting of Macdonald, Kennedy, Hottensen, Murray, Thresher, Magnuson, Goemann and Peck.

J. W. T. Duvel made an address from which we take the following:

Grade Standards and the Moisture Test.

I am not here to deliver an elaborate address, but to meet with the men who handle the grain. We have tried to be fair, and have had the co-operation of the grain trade, and I ask that this co-operation be continued.

We will have the standards ready for the handling of the corn crop of 1913. We wish to make these standards workable.

I don't see much difference whether percentage of moisture permissible is 18 or 17 per cent, if all handle it on the same basis.

It is not alone uniform phraseology but a question of the uniform interpretation of the rules. For instance, there are many ways of arriving at the weight per bu. When it is a point between buyer and seller the moisture test should be made in a uniform manner in all cases. It is true that the test is simple and can be made by anyone; but the test should be made by an honest man, and it makes a difference according to the depth of the thermometer and the time taken to heat the sample.

Moisture is one of the most variable factors in a chemical test, therefore we have adopted an apparatus as standard. This has been patented and the patent donated to the public so that anyone can use it.

We will find variations of moisture in different parts of a carload of grain, and the only check on this is to employ a uniform method of testing.

Chas. Kennedy, of Buffalo: Our own market has suffered a great deal on account of the moisture test. The moisture test has been taken as the determining factor of the grade instead of using it as an aid to the inspector to determine the grade.

Doctor Duvel has said "You have great difficulty in getting a true sample and in getting the test."

For an instance of the trouble we have: Chicago ships us corn as testing 18 per cent, and at Buffalo it is 19 or 19.5 per cent. This difference might be due to a number of causes at Buffalo or at Chicago, but it makes no difference where. I tried to straighten this out by formulating a series of questions which I submitted to the different grain exchanges and inspection departments, as to the time elapsing from taking of sample from bulk and placing it in the moisture tester? Is the corn kept in an airtight container? What is the temperature of the room? How long a time for heating in tester? What is effect of lengthening the time of test? of shortening the time?

Mr. Kennedy read the many replies he had received to twelve questions, demonstrating a total lack of uniformity in the method of testing. Opinions expressed on the effect of variations in the conditions were contradictory, and several answers were such egregious blunders that they provoked laughter from the delegates present.

Mr. Kennedy: I believe in the moisture test as a guide to the inspector; but until we get a more definite method of determining the moisture the percentage should not be the determining factor.

Dr. Duvel: A slight variation in time of test makes little difference, but a much shorter time does not allow the thermometer to respond to the temperature and shows a higher percentage of moisture. If you use 190 degrees and require two hours to run up the thermometer, the moisture test would also be high, and your corn would be burned.

E. P. Peck: At Omaha we have a paraffined bag which is inside the canvas bag containing the balance of the sample.

J. Collin Vincent: We experimented at Baltimore with various bags, and found a difference of 1 per cent, and then tried milk cans and now use screw top cans.

H. L. Goemann: I do not believe corn absorbs moisture in transit.

John W. Snyder: I do believe corn has taken on 1½ to 2 per cent moisture in transit to Baltimore.

Dr. Duvel: If the corn arrives in good condition the increase in moisture is not appreciable. We find there is a natural shrinkage due to evaporation at the surface in the car. Deterioration in transit will affect the moisture 1 to 5 per cent.

Dr. Duvel: The acidity test compares very closely with the germination. We have done a great deal of work at Chicago with the Board of Trade and state inspection department, and high acidity has been shown often when the corn was condemned by the inspector.

The Council gave Mr. Kennedy a vote of thanks.

Pres. Merrill announced that the Chicago Board of Trade invited all the delegates to dinner at 6:15 p. m.

Pres. Merrill: The Illinois State Grain Inspection Department at Chicago tests all cars of corn the grade of which may be in doubt. If unable to do so it is helped out by the Chicago Board of Trade.

J. C. Murray: At the last annual meeting the Crop Improvement Com'te asked for \$12,000 and we have kept within this sum with total expense of \$12,919, part being made up by contributions from outside bodies, \$11,150 having been received from the exchanges. We are very well pleased with the way which each exchange responded. Chicago was the largest contributor. Minneapolis did special work in its own territory. The U. S. Brewers Ass'n helped in the barley campaign. The work is increasing and it will be necessary to increase the staff. We will require about the same amount next year from the exchanges. We will spend about \$15,000.

Adjourned to 7:30 p. m.

THURSDAY EVENING SESSION.

President Merrill called the evening session to order in the Red Room and introduced Edward Andrew.

Edward Andrew, president of the Chicago Board of Trade: It gives me great pleasure to greet you here tonight on behalf of the Chicago Board of Trade. Your crop improvement bureau alone would be sufficient to earn our support. We hope you will meet with the greatest measure of success in the year to come.

Frank J. Delaney delivered an address on "The Telephone and Telegraf Situation," which will be published later.

Replying to a question by Mr. McCabe as to the status of wires used by the exchanges to carry continuous quotations Mr. Delaney said: I think the quotation service would come under the head of news, which wires are expressly exempted from the interstate commerce act.

W. J. McCabe: In trying to work with the telephone company for service we found we were up against the same proposition and got no further.

Mr. Delaney: You are dealing with the same interests.

Chas. B. Riley delivered an address on "Uniform Weight and Inspection Certificates," will be published later.

Mr. Williams, local mgr. of the Western Union, was asked to answer some of Mr. Delaney's questions and said "The

delay is not with the large centers but with the smaller stations where the operator is station agent, baggage man, ticket agent, express agent, and sometimes he has to go fishing.

Many of these small towns are on way wires. Censure of the operators must come from the railroad superintendent of telegraf.

The leased wire business is a proposition of a telegraf company having something for sale. If a man wants to lease a wire it seems to me he has as much right to it as to 50 cents' worth of service. If the sec'y will give me a copy of Mr. Delaney's report we will try to answer it in detail.

Edward Andrew: Our market report com'te of the Chicago Board has kept in touch with the officials of the telegraf company. I think they are very sincere in trying to do their best for the public.

Henry L. Goemann: The Postal Telegraf Co. has inaugurated the system of using the telephone in connection with the telegraf, especially in Michigan, for the prompt delivery of messages at small towns.

Mr. Goemann moved that a resolution be adopted endorsing Mr. Riley's suggestions. *Carried.*

Mr. Goemann: We often see letter-heads stating the firm to be a member of an Ass'n, when they are not members, or have resigned from membership.

Mr. Riley: While you may be deceived there will be some protection.

J. C. Murray, chairman of the com'te on nominations, brot in a report, naming the following officers for the ensuing year, and they were unanimously elected:

NEW OFFICERS: Pres., J. C. F. Merrill, Chicago; 1st v.p., Geo. H. Davis, Kansas City; 2d v.p., C. A. Brown, Minneapolis; 3d v.p., E. Pfarrus, New York; treas., John W. Snyder, Baltimore.

EXECUTIVE COMITE: W. J. McCabe, Duluth; Chas. Kennedy, Buffalo; L. W. Forbell, New York; W. M. Bell, Milwaukee; Henry L. Goemann, Toledo; and E. M. Flesch, St. Louis.

Adjourned to Friday afternoon.

FRIDAY AFTERNOON SESSION.

C. A. Magnuson: At the meeting of the Council in June I presented a matter that had been presented twice before. Our exchange has not lost but has gained trade and prestige by reason of this rule. It prevents manipulating and stampeding the market. I will read the resolution:

RESOLVED, That the Council of Grain Exchanges recommend to individual exchanges constituting this body, the adoption of the following:

RESOLVED, That offers to buy or sell large quantities of grain or seeds for future delivery with the limitation requiring the buyer or seller to purchase or sell the entire amount offered is not permissible and is hereby forbidden. All such bids or offers to buy or sell grain or seeds must be open for acceptance by any member in lots of 5,000 bus. or multiples thereof. And be it further

RESOLVED, That the making or pretended or fictitious offers to buy or sell futures in pit trading is uncommercial conduct and is hereby forbidden; the purpose of this resolution being to put an end to all bids or offers which are not made in good faith, and intended to be carried out if accepted.

At the June meeting it was stated that most of the exchanges had a rule of that kind. This Council will discharge its duty by recommending these two resolutions for adoption. I move their adoption. *Adopted.*

J. C. Murray, chairman, presented the following report for the Crop Improvement Com'te:

Report of the Chairman of the Crop Improvement Com'te.

Your Crop Improvement Com'te was formed three years ago with two objects in view, to get larger yields of better grain and to bring the farming and producing interests closer together with the grain dealer.

The first important work was the seed corn campaign. The Com'te, thru Mr. Ball worked out a poster that was distributed more widely than any other document thruout the country. Iowa is one of the most active states in the crop improvement work.

In Michigan we are co-operating with the Michigan Agricultural College, and we employed Mr. Krueger, the prize barley and grain man, to travel thru the 27 counties with Professor Potts of the College, having enlisted 675 local elevator and grain men and millers to invite the crowds, as well as 342 railway agents.

Ohio is perhaps the best organized state so far as supervision is concerned, in America.

The sec'y during the past year has attended 55 to 60 meetings and has traveled 37,500 miles.

Hardly any newspaper or magazine of any consequence has not handled the subject once or repeatedly during the year.

One of the main features has been the county plan of agricultural organization. Twenty-six counties have been organized up to date and are receiving aid from this Com'te; 76 county agents have been established; 102 counties have been organized, but are not yet employing county agents, making a total of 663 counties applying for aid.

The greatest feature of the year was the appropriation of \$100,000 by Sears-Roebuck & Co., \$1,000 to each county perfecting its organization and selecting its man. If satisfactory in 100 counties Sears, Roebuck & Co. will increase the fund to \$1,000,000. Local sources in the counties receiving aid from this Com'te have raised \$109,900, and the government at Washington has raised \$26,000 more. DeKalb County, Illinois, has raised a fund of \$10,000 a year for three years, and Portage County, Ohio, has secured 1,000 members at \$10 per year for 5 years, making a total of \$50,000.

We have been working in co-operation with the agricultural colleges and with the U. S. Dept. of Agriculture, all on plans largely furnished by this Com'te. W. J. Spillman, agriculturist in charge Office of Farm Management, Washington, D. C., writes Mr. Ball: "I want to express my appreciation of your cordial co-operation with us during the past year and to bespeak similar co-operation for the future. Your work has been distinctly helpful to us. You may count on most cordial co-operation from us in the future."

Bert Ball gave an account of the work of the crop improvement com'te illustrated with lantern slides showing the great results accomplished in Pettis County, Missouri, and other centers of activity.

Geo. A. Aylsworth told of the crop improvement work done by the Kansas City Grain Club, an organization within the Kansas City Board of Trade, at a cost of only \$113, a work that has since been taken up and pushed by the bankers. "We think we are responsible in large degree for the largest crop of corn ever grown in the Southwest." In a few years the work will become so vast that the Board of Trade and the grain exchanges will be overshadowed.

P. G. Holden: The greatest movement is the county agricultural adviser. It means much to add a few bushels to the yield of grain per acre. There will always be ten times the opportunity to do crop improvement work. Advancement must come from greater efficiency on the farms of the country.

J. Collin Vincent: In nearly every county of Maryland the school superintendent took hold of the rag baby test. The bankers are taking an increased interest. We have secured a demonstrator to start in one county as a model for other counties. In Baltimore county the boys raised 100 bus. of corn per acre. The railroads have helped to some extent and I am satisfied we will have more support in the future than in the past.

F. G. Crowell: I am glad the Council of Grain Exchanges was formed. Many of the questions that confronted the grain exchanges have not been solved. But of all the work the grain exchanges have done you have shown most interest in the productive work of the farmer. This will go far to doing away with the prejudice the farmer has against the grain exchanges.

H. L. Goemann: We ought to have Mr. Ball visit each of the constituent exchanges and give his illustrated report so that their members can learn just the work that is being carried on. *Carried.*

C. A. Magnuson: I believe that constructive legislation should be offered by the Council, to propose something definite, rather than attack legislation, and thereby eliminate the evils, if there are any.

J. C. Murray: I move that the selection of the place for the June meeting be left to the Executive Com'te. *Carried.*

Mr. Murray: Our funds for crop improvement should be 25 per cent additional to what we had last year.

Bert Ball: While we have a balance we have some field campaigns that this money has been retained for.

J. C. Murray: I move that the crop improvement work be continued and that the appropriation from each constituent exchange be at least as much as last year, to continue the work.

Pres. Merrill: There are some means of retrenchment that will help out the Publicity Com'te. Last year the appropriation made for the publicity work was \$500, but as we had not the funds it was not spent.

S. P. Arnot: I move that the Publicity Com'te be authorized to expend such amount of money as may be available after the necessary expenses of the officers have been taken care of. *Carried.*

Adjourned *sine die*.

Delegates and representatives in attendance were: Kansas City Board of Trade, R. J. Thresher, D. F. Piazsek, F. G. Crowell and G. A. Aylsworth; St. Louis Merchants' Exchange, John L. Messmore, Edward M. Flesh, N. L. Moffitt; Duluth Board of Trade, W. J. McCabe, C. F. Macdonald, W. C. Mitchell; Milwaukee Chamber of Commerce, W. A. Hottensen, E. J. Furlong; Minneapolis Chamber of Commerce, C. A. Magnuson, C. A. Brown; Baltimore Chamber of Commerce, John W. Snyder, J. C. Vincent; Buffalo Corn Exchange, Chas. Kennedy, F. A. McLellan, H. H. Richardson; Omaha Grain Exchange, E. P. Peck; Toledo Produce Exchange, H. L. Goemann, E. H. Culver; Chicago Board of Trade, J. C. Murray, S. P. Arnot, J. C. F. Merrill, H. N. Sager, E. A. James; New York Produce Exchange, C. J. Austin; Cincinnati Chamber of Commerce, C. E. Nippert.

Others present were W. M. Richardson of the Philadelphia Commercial Exchange; H. J. Wood of the Boston Chamber of Commerce; S. W. Strong, sec'y Illinois Grain Dealers' Ass'n, Urbana, Ill.; Chas. B. Riley, sec'y Indiana Grain Dealers' Ass'n, Indianapolis, Ind.; J. W. T. Duvel, in charge of grain standardization, U. S. Dept. of Agriculture, Washington, D. C.; and P. G. Holden.

The appointment of Dr. Willard D. Bigelow as a member of the board of food and drug inspection has been confirmed to fill the vacancy made by the voluntary retirement of Dr. R. E. Doolittle, formerly of the bureau.

Feedstuffs

The Superior Feed Co., Memphis, Tenn., has installed a feed mixing plant. The work was done by Kaucher, Hodges & Co.

The Ralston Purina Co. has registered the display words CHICKEN CHOWDER as the trademark of a chicken feed, under serial number 62,882.

J. H. Shinnick has been appointed manager of the United States Stock Food Co. at Kansas City. Mr. Shinnick was formerly with the Walnut Creek Mfg. Co. of Great Bend, Kan.

Peoria received 8,586 tons of feed and shipped 8,911 tons during December; compared with 3,773 tons received and 6,664 tons shipped during December, 1911. —John R. Lofgren, sec'y Board of Trade.

Harry J. Bakeslee, Little Rock, Ark., has registered as a trademark device, bearing the picture of a negro, with the words "Old Reliable" circumscribing the likeness, describing a particular stock food, under the serial number 66,190.

The New Jersey Feed law is incorporated in a bulletin issued by the New Jersey Agricultural Experiment Station, "Circular 10," which may be procured by addressing Jacob G. Lipman, director, department of agricultural extension, New Brunswick, N. J.

Spineless cactus, as grown by Luther Burbank, of California, has proved to be of especial value as a forage for cows, hogs, and poultry. The plant is rich in nutriment, and increased the production of milk on experiment cows, over 60 per cent within as many days.

Mill feed is a very scarce article on the Cincinnati market, and the trade is gobbling all that comes. It has advanced \$2.50 a ton within a few weeks, and the trade declares that it will likely go higher. Good bran is wanted in this market and will bring \$22@23 a ton.—S.

Misbranding was the charge on which three firms have been convicted in the United States District Courts by the Dept. of Agriculture under the pure food and drugs act, as announced recently. The Northwest Mills Co., Winona, Minn., pleaded guilty to misbranding Sugarota Feed; the Buckeye Cotton Oil Co., Selma, Ala., pleaded guilty to misbranding Buckeye Cotton Seed Meal; and the J. B. Edgar Grain Co., Memphis, Tenn., pleaded guilty to misbranding Cerafa Feed. The chemical analysis showed a smaller percentage of protein than claimed on the label in each of the foregoing cases.

Exports of Breadstuffs.

Exports of breadstuffs during 1912 included 8,098,249 bus. barley, 30,185,713 bus. corn, 30,113,868 bus. oats, 473,910 bus. rye, 60,250,494 bus. wheat, and 10,592,679 bbls. wheat flour; compared with 3,331,479 bus. barley, 59,807,877 bus. corn, 2,082,828 bus. oats, 2,119 bus. rye, 31,662,550 bus. wheat, and 11,227,543 bbls. wheat flour, exported during 1911.

Wheat exports during December were 9,484,120 bus., against 3,054,155 bus. last year. The total value of the breadstuffs exported during the twelve months was \$149,619,170, compared with \$122,837,787 in 1911, as reported by O. P. Austin, Chief of the Bureau of Statistics.

Seeds

The Swep-Taylor Seed Co. recently opened a store at Jackson, Miss.

Oscar H. Will & Co. have remodeled a large building at Bismarck, S. D., as a seed warehouse.

The Jones Seed Co., of Grand Rapids, Mich., has been incorporated with a capital stock of \$12,000.

Bumper crop of timothy seed in this section.—N. C. Wilkinson, mgr. Wilkinson Grain Co., Gaza, Ia.

The Pieters-Wheeler Seed Co. has been incorporated at Hollister, Cal., with \$25,000 capital stock.

Plymouth, Ind.—E. N. Cook has built a seed warehouse adjoining his elvtr. and extended his driveway.

A Bill to regulate the sale of agricultural seeds has been introduced in the senate of Montana by Senator Ashbridge.

Chas. H. Lilly, seed merchant, will establish a branch seed house in Los Angeles, Cal. His main office is located in Seattle, Wash.

The Holmes Seed Co., of Harrisburg, Pa., now sixteen years old, has recently acquired new quarters, giving a floor space of 20,000 sq. ft.

Pop corn is plentiful in Iowa. It is estimated that there were 25,000,000 lbs. raised in eastern Ida and western Sac counties during the past season.

H. J. Babers has purchased the seed store of G. E. Evans Co., at Gainesville, Fla. Mr. Evans will probably embark in the same line in Jacksonville.

The Lima Bean Ass'n of Oxnard, Cal., was dissolved Dec. 28. This organization was about three years old, and will be reorganized on a co-operative basis.

Flaxseed receipts by lake at Buffalo, N. Y., during 1912, amounted to 14,812,000 bus. according to the annual report of Junius S. Smith, lake weighmaster.

Northrup, King & Co., Minneapolis, Minn., have registered as a trade mark the word "Elephant," descriptive of certain fodder corn seeds, under the serial number 66,958.

Peoria received 60,000 bus. of seed and shipped 120,000 during December, compared with 30,000 received and 60,000 bus. shipped during December, 1911.—John R. Lofgren, sec'y Board of Trade.

The St. Louis Merchants Exchange has appointed the following com'te on seed and castor beans: Chas. F. Beardsley, Benj. P. Corneli, Chas. E. Prunty, F. S. Plant, and Robert W. Pommer.

The Seed Inspection Com'te recently chosen by the Toledo Produce Exchange for the ensuing year is composed of the following: F. W. Annin, R. L. Burge, W. E. Stone, F. W. Jaeger, J. A. Smith and W. H. Hadnett. David Wallace was appointed Inspector and Weigher of Seeds.

The directors of the Chicago Board of Trade have appointed the following com'tes for the ensuing year: Flaxseed inspection, J. A. Rodgers, J. A. Carden, J. M. Quinn. Arbitration Com'te on grass and field seeds, A. Gerstenberg, A. L. Somers, F. E. Winans, T. M. Hunter, C. A. Heath, G. A. Wegener, and G. S. Green.

New York exports of clover seed for the week ending Jan. 25 were 1,130 bags, and imports 940 bags. A year ago exports were 310 and imports 3,590 bags. Exports of timothy last week were 3,440 bags.

The Lake Shore Seed Co., Dunkirk, N. Y., has established a Canadian branch house at Woodstock, Ont., Can. This will allow the company to avoid first paying duty for entry into the United States.

The Barteldes Seed Co., of Lawrence, Kan., recently purchased a carload of sweet clover seed from Ed. Finnup of Garden City, who is known as the "Sweet Clover King." Mr. Finnup devotes 12,000 acres to growing clover.

Exports of beans during the eleven months prior to Dec. 1 amounted to 298,287 bus., against 289,177 bus. during the corresponding period in 1911. The importations for the eleven months of 1912 were 1,106,465 bus., against 796,247 bus. in 1911.

An appropriation for the establishment of a chemical laboratory for the use of the state agri. dept. in the testing and analysis of feeds, seeds and flour has been recommended by Gov. B. W. Hooper in his first message to the Tennessee Legislature.

Sweet clover is of unquestioned value in the restoration of worn soil. As a forage crop it is doubly valuable, for it may be grown on lands where others fail. These facts have been determined by the Ohio Agricultural Experiment Station, and embodied in a pamphlet of instructions prepared for the Ohio Farmer. Circular 129, by W. A. Lloyd, issued by the Station at Wooster, Dec. 1, describes fully the peculiar advantages of the plant as a soil restorer.

Imports of seeds during the eleven months prior to Dec. 1 included 31,788,274 lbs. of clover seed, 21,879,260 of all other grass seeds, 990,005 bus. of castor beans, and 7,636,052 bus. flaxseed; against 24,570,578 lbs. clover seed, 9,991,145 lbs. all other grass seeds, 832,491 lbs. castor beans, and 7,175,144 bus. flaxseed for the corresponding months of 1911. Exports of seeds from the United States, for the eleven months prior to Dec. 1, have been 2,305,108 lbs. clover seed, 8,384,857 lbs. timothy seed, 20,174 bus. flaxseed; against 2,338,978 lbs. of clover seed, 7,580,946 lbs. timothy, and 900 bus. flaxseed during the corresponding period of 1911, as reported by the Bureau of Statistics, O. P. Austin, Chief.

Clover seed has made a new high record. The bulls are happy. Some grabbed off profits on the bulge. Their selling stopped what looked like a quick rush to \$13.00. They believe in higher prices, but look for a natural reaction. Queer things happen sometimes. For instance, many expect much higher prices when the seed goes into actual consumption, but get cold feet just before it happens. Seemingly they can't quite stick it out. This kind of selling could easily break the market. The big boys who are sitting tight on the cash prime here probably won't get scared. They are playing on lots of velvet and figure on dictating the price later. Bulls surely have many factors in their favor. No big imports to contend with like last year. Amount of domestic seed raised much larger, but many sections raised only trash, and sells from three to five dollars under prime. Stocks in Toledo more than double a year ago, but could be easily shipped out in four weeks.—J. F. Zahm & Co.

A pure seed bill has been introduced in the Minnesota legislature by Senator A. C. Olson of Windom, Minn., requiring all agricultural seed except when sold by farmers to dealers for recleaning to bear labels stating the percentage of germination and the date of the germination test, the percentage of quack grass, Canadian thistle and certain other weed seeds contained as well as the total percentage of weed seeds. The state experiment station at St. Anthony Park is directed to make tests to determine if the labels are correct and to prosecute violations of the law.

Chicago received during the week ending Jan. 25, 713,000 lbs. timothy seeds, 146,000 lbs. of clover seeds; 295,000 lbs. other grass seeds, and 33,000 bus. flaxseed, as compared with 288,400 lbs. timothy seed; 160,400 lbs. clover seed; 250,300 lbs. other grass seeds, and 31,100 bus. flaxseed received during the corresponding week of 1911. Shipments for the week included 708,000 lbs. timothy seed, 208,000 lbs. clover seed, 634,000 lbs. other seed, and 21,000 bus. flaxseed; compared with 89,600 lbs. timothy seed; 188,800 lbs. clover seed; 442,800 lbs. all other grass seeds and 22,900 bus. flaxseed for the corresponding week of 1911.

Clover seed bulls are still expecting fourteen dollar seed. They do not expect a steady advance without some reactions. January generally has fickle markets. March was up to 14.22½ last February and in face of enormous imports. Eastern trade supplied nearly all their wants with foreign seed and so did much of the western. This year Europe has a smaller crop and has sold most of its surplus. Our latest foreign advices say there never was as strong a situation abroad. They say only war and tight money have kept prices down there. Both of these influences should soon turn in favor of the bulls. Receipts continue very small. Stock at Toledo is larger than year ago, but the demand later should be greater.—C. A. King & Co.

London, Eng.—It has been a most difficult season, so far, for those who specialize in clovers and grasses. England's crop of red clover seed is short and of medium qualities. One has to turn to yearling seed for choice quality in English; this is getting into a small compass. France has a good crop in the south, poor in the center and northern districts, which are usually large exporters. Italy has a good crop, mostly exported. Russia was at one time reported to have no crop; it seems that a comparatively small crop has been saved, mostly of weather-stained seed, except in the eastern districts, where some good colored seed described as "single cut red clover" has been offered. It is expected that Russia will be a considerable buyer in the spring; if so, it will materially affect the market. Austria has a medium crop, but as this seed mostly contains dodder, it cannot be handled freely in this country. America early in the autumn made fairly extensive purchases of European seed and later was a seller to Europe; in fact, a few sales were effected, but the market quickly advanced to a parity with Europe. It does not seem as tho much American or Canadian seed will come to this side this season. Buyers of choice quality have to depend upon yearling English, new French and Italian, and, where it can be used, re-cleaned Chilean. We think that really fine qualities will soon become scarce, while inferior and low grades will be difficult to move.—C. W. Le May & Co.

Toledo received during the week ending Jan. 25, 1,177 bags of clover seed, and shipped 2,056 bags; compared with 1,170 bags received and 2,005 bags shipped during the corresponding week of last year. Receipts for the season were 37,843 bags; compared with 25,739 bags during the season of 1911-12. Shipments during the season were 12,340 bags clover seed; compared with 13,722 bags shipped during the preceding season. Alsike receipts for the week were 88 bags, and the market shipped 191 bags; compared with 20 bags alsike received during the corresponding week of 1912, and no shipments reported. Receipts of alsike for the season were 4,115, compared with 6,437 bags during the season of 1911-12. Timothy receipts for the week included 378 bags timothy seeds and shipments 135 bags. Timothy receipts for the season included 42,675 bags and the shipments 25,969 bags.

From the Seed Trade.

Beloit, Kan.—German millet seed is in good supply. We have a fair crop of cane seed, but not much kafir in Northwest Kansas this year. Alfalfa seed was short on account of too much rain. We have secured a new building giving us a floor space of 70,000 square feet, which we will take possession of Feb. 1.—Wagner & Harmon.

Dallas, Texas.—We are inclined to think that there will be a large crop of corn and forage crops, such as cane, millet seed, etc., planted. We do not anticipate a very heavy demand for alfalfa seed, for a good many sections have seed to spare. Very little alsike, timothy and blue grass is sown in Texas. In our opinion, there were very few seeds carried over from last year's crop.—Dallas Grain & Seed Co.

Salt Lake City, Utah.—We have just completed a three story brick and concrete addition to our general warehouses, making a total storage capacity for grain and seeds of 150,000 bus. The warehouses are equipped with up-to-date machinery for cleaning and handling all kinds of grain and seeds. Plans have been drawn for a large cold storage building for nursery stock to be erected on site adjoining the warehouses.—Porter-Walton Co.

Alexandria, Va.—We look for no decrease in acreage of seed sown as all seeds, except clover, are cheap. Orchard grass, blue grass, alfalfa and timothy seed will be sown much more freely than they have been for the last two seasons. The only seed that we think may be carried over from crop of 1912 is orchard grass and we doubt that much of that will be carried over. Our farmers will use it freely on account of low price and certainty of a crop.—W. H. May & Son.

New Carlisle, O.—All clovers, alfalfa and blue grass will be marketed this year, as the supply is not greater than the demand and the price at which these articles are selling will not justify holding. We presume there will be about the same acreage of clover sown as last year with chance of increase in acreage of alfalfa. Timothy, hungarian and millet are selling low and supply will probably be in excess of the demand. The crop of above named articles is a large one, the quality is good and will be satisfactory stock to hold over in case it is found necessary to do so.—Miami Valley Seed Co.

GRAIN AND HAY DEALERS at Lima.

The Tri-State Grain Producers and Dealers Assn., held a meeting at Lima at the same time and place as the Ohio Corn Show, which was promoted by the grain dealers. The show was not only the largest corn show ever held in the state but it was also the best attended. Grain men were as much interested as the thousands of farmers who attended because they realize that increased acreage of grain means more business for the grain dealer and better grain will make more profitable business.

LIMA CORN SHOW AT MEMORIAL HALL.

Much of interest and value was given those in attendance at the three days session of the Corn Show held at Memorial Hall. The cause of agricultural improvement in the state was given a decided uplift by the work of the meeting under the direction of the Ohio Department of Agriculture. An analysis of Ohio's corn crop, the scientific improvement in quality, criticism of certain qualities of the yellow ears, results of investigation of cob rot, the county experiment farms and their relation to crop improvement, how to grow more and better corn, standardization of grades of grain, and fertilizing the corn crop were among topics discussed.

It was shown that Ohio's average wheat yield of 14 bus. shows a loss of 4 bus. per acre as compared with her 18 bus. of fifty years ago. Agriculture in some other lines has fared badly in Ohio because of lack of farm labor and scientific farming knowledge and application. How to get the boys in love with the farm instead of getting a divorce from it, is one of the problems such meetings are hoping and helping to solve. The corn show clearly told that a white shirt job in the city is not nearly as profitable as 100 bus. of corn per acre. War on the low average was declared.

Last year a boys' corn growing contest was put on. Public spirited business men guaranteed the expenses of two hundred boy winners to a trip to Washington. Over a thousand boys entered the contest, five hundred and ten finished. Ninety-three harvested over 100 bus. per acre. Dewey Hanes, Darke County, won the honors, 139 bus.

A. P. Sandles, who attended the meeting, says the contest this year will be better than last and that the boys of the state are going to revise the farming business upward and if the old folk do not want to be beaten the only thing to do is to be a boy.

One of the important lectures delivered at the meeting was by Dr. J. W. T. Duvel on "The Commercial Grading of Corn." Dr. Duvel is the crop technologist in charge of grain standardization of Agri. Dept., and a brief of the address will be found in the Journal of Oct. 10, 1912.

Thursday afternoon Prof. O. H. Benson of the Agri. Dept. gave a chart talk.

At the Friday morning session Prof. A. T. Wiancko of Purdue University gave a lecture on the subject of "How to Grow More and Better Corn," and the subject was of so much interest that the grain dealers who were to meet at 11 o'clock at the office of Sec. Riddle, adjourned to attend the meeting.

GRAIN MEN MEET IN TRACTION BUILDING.

Among those in attendance at the

meeting of the grain men were the following: J. W. McCord, Columbus; G. G. Rockwell, North Baltimore; S. J. Aungst, Butler, O.; A. Aungst, Fayette, O.; W. T. Dolby, Delphos; P. F. Steiner, Pandora; J. E. Wells, Quincy; S. P. Douglass, Lima; T. P. Riddle, Lima; E. L. Southworth, Toledo; Jacob Hauss, Wapakoneta; G. A. Hax, Baltimore; H. W. Kress, Piqua, O.; Ed. Hess, Coldwater, O.; Chas. Shuler, McComb, O.; John Nutter, Cecil, O.; S. M. Ratcliffe, Buffalo, N. Y.; J. S. Metzner, Jonestown, R. F. D., Tokio, O. No business of especial importance was transacted at the meeting of the grain men, but the matter of the guarantee given the financial committee of the corn show was discussed.

HAY TRADE CONFERENCE.

Fifty dealers attended the hay trade conference held in conjunction with the corn show. Various subjects relative to the buying, baling and selling were treated by D. W. McMillen, J. V. Taylor, H. W. Robinson, S. B. Douglass, T. P. Riddle and Bert Ball.

Mr. W. C. Culkins, Supt. of Cincinnati Chamber of Commerce, spoke of that city as the gateway to the south and assured the shippers that they could get a square deal in his market.

Mr. Taylor of Cleveland thot the present method of inspection was not fair and that if uniform rules are not adopted for grading, the government will sooner or later step in and do it. He also thot hay should be sold on its merits regardless of grade. He was asked when hay would weigh the most, and replied when seed is ripe; cutting in bloom is wrong time.

The score card method of grading was discussed by various members and E. M. Wasmuth spoke upon the subject "Why Hay Should be Bought Baled and Delivered." It was shown that in grading number 1 timothy there was a variance frequently in the local markets and National assn. rules. Score card method of grading T. P. Riddle thinks will help to better this condition.

An interesting feature of the meeting was a grading contest, a large table being filled with samples of various grades.

Southworth & Co., Toledo, distributed a valuable table showing the relative worth of grain on a dry matter basis and the price per unit of measure and difference in value for each 1 per cent of moisture.

Exports of Feedstuffs.

Oil cake exported during the eleven months previous to Dec. 1 included 66,668,320 lbs. of corn oil cake, 638,697,749 lbs. linseed oil cake, and 1,022,061,550 lbs. of cottonseed oil cake; compared with 72,428,290 lbs. of corn oil cake, 852,293,276 lbs. cotton seed oil cake and 458,743,700 lbs. linseed oil cake for the eleven months ending Dec. 1, 1911.

Bran middlings and mill feed exported during the ten months previous to Dec. 1, 1912, amounted to 83,437 tons; compared with 95,182 tons during the corresponding months of 1911.

Exports of dried grain and malt sprouts during the eleven months prior to Dec. 1 amounted to 67,564 tons; compared with 73,873 tons for the corresponding time during 1911. We exported rice, rice bran and polish to the amount of 13,865,902 lbs. during the eleven months of 1912; compared with 8,424,062 lbs. for the corresponding months of 1911, as reported by O. P. Austin, chief of the Buro of Statistics.

Grain Carriers

The Pennsylvania will buy 12,300 freight cars.

The Norfolk & Western will build 1,250 freight cars.

The Harriman lines have ordered about 250 locomotives.

The New York Central Lines have ordered 1,000 box cars for the C. C. C. & St. L.

The Commerce Court on Jan. 15 was given a continuance to June 30 by vote of the Senate.

A conference on milling in transit will be held by traffic managers and millers Jan. 28 at Washington.

It is estimated that vessels at Fort William have taken about 13,000,000 bus. of grain on board for winter storage.

Reciprocal demurrage rules of the Mississippi Railroad Commission were annulled Jan. 20 by a decision of the Supreme Court of the United States.

An extension of the Soo Line will be built from Ambrose, N. D., to a point in Montana, a distance of about eighty miles. The contract has been let.

The legal rate regardless of rate quoted must govern freight, was the decision recently of the United States Supreme Court in the case of Henderson Elevator Co. v. L. & N. R. R. Co.

The Interstate Commerce Commission has vacated the suspension of advances in rates on grain and other commodities between points located in Arkansas and Memphis, Tenn. All carriers affected by the ruling have restored the old rates.

The demurrage law of Vermont was recently declared by the Supreme Court to be in conflict with the interstate commerce act and therefore was void. Under state legislation shippers were permitted to hold cars four days while unloading.

C. W. Austin, well known to the western grain trade and to members of the Chicago Board of Trade, will remove to New York, having been promoted to the position of grain agent for the Erie Railroad with offices in the Produce Exchange.

Complaint has been filed by the Flannery Grain Co., Boyden, Ia., with the Interstate Commerce Commission asking a reduction in the rates from Boyden and Hornick, Ia., to Atchison, Kan., via Council Bluffs. Several companies' traffics are questioned.

The Chicago Board of Trade has filed with the Interstate Commerce Commission a request to force the Santa Fe, Alton, Ill. Cen., Wabash, and Chicago & Eastern Ill. Rys. to absorb certain switching charges on grain shipments to Chicago, which they refuse to forego.

Evidence must be taken at a hearing before the Interstate Commerce Commission can establish a rate, according to a decision Jan. 20 of the United States Supreme Court. The Commission will not be permitted to rely upon information collected at *ex parte* hearings.

The new Drake-Devils Lake-Fordville line of the M., St. P. & S. S. M. in N. D. is open and a large amount of grain has been handled by the new road. From 12 to 15 elevators have been built on the new road. A large amount of this grain finds its way into Duluth.

The C. M. & St. P. is figuring on building 6,000 freight cars.

Railroad weighing methods have been the subject of an inquiry conducted by Ward Prouty, special examiner of the Interstate Commerce Commission at Chicago. One expert testified that satisfactory weights could not be obtained on track scales while the cars were moving.

The center brace method of strengthening a car door illustrated on page 954 of the Grain Dealers Journal Dec. 25 has always been my way, as it not only braces the door, but helps the grain to settle uniformly.—T. J. Cocking, agt. Great Western Grain Co., Brinsmade, N. D.

Grain shippers are indebted to J. M. Belleville, pres. of the National Industrial Traffic League, for following up the recommendation of the League, that shippers be given clean cars for loading, by a circular letter to members urging the necessity of cleaning cars when unloading.

The new route for grain over the transcontinental railway of the Grand Trunk Pacific was opened by the recent shipment of the first trainload of spring wheat from Cochrane, via the Ontario government's railway, and from that point to a connection of the Grand Trunk, and thru to Port Colborne, by way of Toronto.

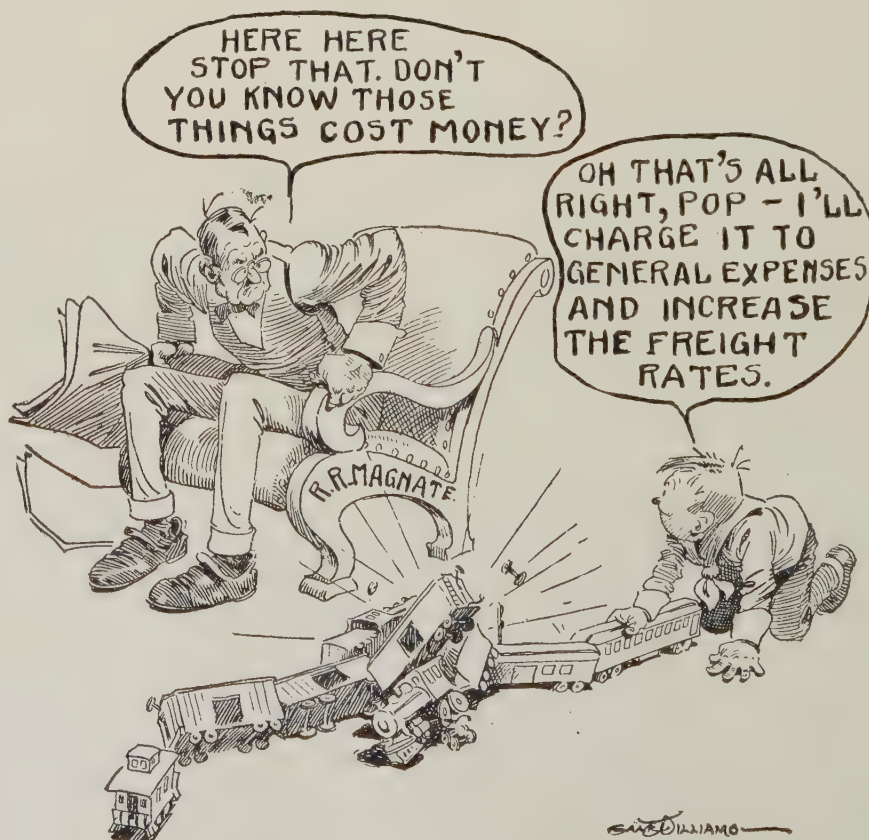
The Canadian Pacific has recently awarded contracts for many branch lines to be constructed immediately. The Weyburn-Lethbridge branch is the longest covering 170 miles, the Swift Current-Bassano line a distance of 125 miles, Lacombe-Outlook branch covering eighty miles were all let Jan. 17. New branch lines in Saskatchewan and Alberta are to be begun this year, while double tracking from Kenmay, near Brandon, to Calgary is being pushed.

Opposition to Senate Bill 6099 is urged by the National Industrial Traffic League on the ground that this measure to create a government classification of commodities would be inflexible and prove detrimental to the interests of both shippers and carriers. This objectionable bill authorizes the Interstate Commerce Commission to prescribe a uniform classification of freight.

The increased rate on flaxseed from Minneapolis to Chicago, was upheld by the Interstate Commerce Commission. The former rate between these points was 7½c, but the higher rate will be 10c, beginning Jan. 25. Here-to-fore the traffic has been conducted on a milling in transit basis which allowed the lower outgoing rate to be used as practically all the manufacturing was done at Minneapolis.

Secret meetings of traffic officials to set rates were scored recently by Interstate Commerce Commissioner Prouty, who said: "I have always said railroads have a right to have these ass'ns, but the Interstate Commerce Commission should have the right to appoint a representative to be present at all meetings, because the public has a right to know what is going on. To secure this right a law would probably be necessary."

The contemplated advance of grain rates in Illinois of 1 per cent per 100 lbs. will be fought before the Illinois Railroad and Warehouse Commission by a com'te consisting of W. T. Cornelison, of the Board of Trade, Peoria; Chas. S. Rippin, manager of the Rate Department, Merchants Exchange, St. Louis; C. B. Stafford, manager of the Rate Department, Board of Trade, Cairo; S. W. Strong, sec'y of the Illinois Grain Dealers Ass'n, Urbana, and John McCreery, sec'y of the Farmers Ass'n, Mason City. This com'te was appointed.



A Chip Off the Old Block.

From the Indianapolis News.

ed at a recent meeting at St. Louis of representatives of grain markets and grain ass'ns.

Elevator allowances to the Keystone Elvtr. & Warehouse Co. at Philadelphia by the Pennsylvania Ry. Co. have been ordered discontinued by the Interstate Commerce Commission, on account of alleged discrimination in favor of the stockholders of the Keystone Co. The elevator property, which is leased by the Keystone Co., is the property of the Pennsylvania Ry. Co., and the lease was ordered abrogated.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Commission, the carriers have made the following changes in rates:

W. H. Hosmer, Agt., in Sup. 1 to Com. Cir. 11 quotes rules governing milling, cleaning, shelling, and mixing of grain in transit, effective Feb. 15.

Ann Arbor in GFD A576 quotes new rates on corn, kafir corn, rye and wheat from stations on Ann Arbor, in Mich., to Manitowoc, Wis., effective Feb. 2.

Minn. & St. L. quotes new rates on coarse grain from S. D. points to Chicago and Milwaukee, an advance of 1c and from Southern Minn. points 1/2c advance.

K. C. Sou. in sup. 2 to 1393H quotes new rates on grain and grain products from Kansas City, Mo., and Kan., Missouri River points and C. R. I. & P. stations, effective Feb. 5.

St. L. & S. W. quotes rates on wheat 23c and corn 20c, from St. Louis, Mo., and East St. Louis, Ill., to Carter Hebron, Tucks, and New Edinburg, Ark., effective Jan. 31.

Ill. Cent. in sup. 2 to 1809 E quotes new rates on grain and grain products from stations in Ill. and also Dubuque, Ia., to eastern and Canadian points, effective Feb. 10.

Frisco quotes a rate of 5c on corn and products from Pittsburg, Kan., Lamar, Liberal, and Minden, Mo., to Cartersville, Carthage, Joplin, and Webb City, Mo., effective Jan. 30.

C. & N. W. in sup. 5 to GFD 11095 quotes new rate on wheat to Davenport, Ia., from Blue Earth, Minn., of 15c; Sleepy Eye, Minn., 16.5c; Aberdeen, S. D., 22c, effective Feb. 15.

Mo. Pac. in sup. 11 to 2102B quotes new rates on grain and grain products, from Colo., Kan., Mo., Neb., and Okla. points to Iron Mountain stations and connections, effective Feb. 17.

Mich. Cent. quotes a rate of 4 1/2c effective Feb. 1 on corn, oats, wheat, rye, and barley, between Chicago, Ill., Gibson Yard, Ill., Hammond, Ind., Kensington, Ill., and Joliet and Matteson, Ill.

Minn. & St. L. in sup. 1 to GFD 9078, effective Feb. 10, quotes new rates on oats, corn and rye from M. & St. L. stations in Ia. to be milled at Fort Dodge, and re-shipped to Memphis, Tenn.

Ill. Cent. quotes a rate from Council Bluffs, Ia., Omaha and So. Omaha, Neb., to Evansville, Ind., on wheat and articles taking same rate, 13c; corn, rye, oats and barley, 12c, effective Feb. 12.

M. & St. L. quotes new rates, effective Feb. 1, on flaxseed of 13c; wheat, 12c; corn, 11 1/2c; between Aberdeen, Bradley, Conde, Mellette, Northville, Watertown, S. D., and Chicago and Peoria, Ill., 27c.

Soo, effective Jan. 20, quotes new rates on grain and grain products between Minneapolis, St. Paul, Minnesota Transfer, and Camden Place, Minn., and Superior, Wis., 7 1/2c (corn, oats, rye, barley, and wheat, when originating beyond, flaxseed, millet seed, flaxseed screenings and grain screenings, 5c); will not apply on articles taking same rates.

B. & O. in sup. 7 to ICC 10701 gives new rates on grain and grain products, also by-products, effective Feb. 1, from Chicago, Ill., So. Chicago, Ill., Whiting and Indiana Harbor, Ind., to eastern points.

G. T. Pac. quotes rates, effective Jan. 29, on barley, oats, and wheat, 25c; flaxseed, 26c; from points in Saskatchewan to Duluth, Minneapolis, Minnesota Transfer, St. Paul, Minn., and Superior, Wis.

St. L. & S. F. in sup. 3 to 96C quotes new rates on grain and grain products effective Jan. 31, from Kansas City, Mo., and Rosedale, Kan., on traffic originating in Neb. and shipped to Memphis, Tenn.

Great Northern quotes new rates, effective Feb. 1, on wheat from Kingston, Ross Fork, Stavely and Lewistown, Mont., to San Pedro, East San Pedro, San Diego, Redondo, Cal., 47 1/2c to San Francisco and Oakland, Cal., 44 1/2c.

C. R. I. & P. in sup. 14 to 19687-E quotes rates on grain, grain products from stations in Iowa, Minnesota and So. Dakota, also Missouri river crossings, to Ala., Ark., Fla., Ill., Ind., Ky., La., Miss., O., and Tenn., effective Feb. 15.

C. B. & Q. in sup. 12 to G. F. O. 1921-C quotes switching charges between industries on their tracks at Chicago, Hawthorne and Clyde, Ill., and junctions of connecting lines, also from one location to another on their tracks.

C. M. & St. P. in sup. 8 to GFD 1545D quotes new rates on grain and grain products, effective Feb. 3, from St. Paul, Minneapolis, and Duluth, Minn., to Chicago, Peoria, Ill., and St. Louis, Mo., and other points taking same rate.

C. & N. W. Ry. in sup. 1 to G. F. D. 11100-A quotes rates applying on grain, flaxseed, broom corn and products, between stations in Wis., Ill., Ia. and Minn. and points in Neb., Wyoming and S. D. (west of the Missouri river).

Mich. Cent. in sup. 8 to G. F. D. 9078 quotes new rates on grain and grain products from stations on the Mich. Cent. Ry. (west of the Detroit and St. Clair rivers) to eastern United States and Canadian basing points, effective Feb. 1.

Mich. Cent. in sup. 7 to G. F. D. 9078 quotes new rates on grain and grain products, from stations on the Mich. Cent. Ry. (west of the Detroit and St. Clair rivers) to eastern United States and Canadian basing points, effective Jan. 15.

Mo. Pac. in sup. 27 to 882A quotes new rates on grain and grain products between St. Louis, Mo., Carondelet, Mo., East St. Louis, Ill., Belleville, Cairo, Gale, and Thebes, Ill., and Memphis, Tenn., to Ark. and Okla. points, effective Feb. 19.

C. & E. I. in sup. 3 to 5164A quotes new rates on grain and grain products, from Chicago and Mokena, Ill., to Attica, Cayuga, Fair Oaks, Goodland, Hillsdale, Oxford, and Terre Haute, Ind., an advance over former rates, effective Feb. 17.

Wabash quotes new rates on corn and oats from Des Moines, Ia., to Alton, Ill., 9 1/2c; on wheat, from Des Moines, Ia. (when from other points), to St. Louis, Mo., and East St. Louis, Ill., 9c; brewers grits, from Decatur, Ill., to Weston, Mo., 12 1/4c.

C. & N. W. in sup. 2 to G. F. D. 11100-A quotes new rates or a correction on grain, flaxseed, broom corn and products between stations in Ill., Wis., Ia., Minn., to stations in Nebr., Wyo., and So D. (west of the Missouri); also quotes minimum weights on barley, effective Feb. 25.

C. R. I. & P. in sup. 10 to 19690-D quotes new rates on grain, grain products, seeds, etc., from stations in Col., Ia., Kan., Mo., Neb., New Mex. and Okla. to Little Rock, Ark., Memphis, Tenn., and New Orleans, La., and other stations in Ark., Ala., La., Miss., and Mo., effective Feb. 1.

C. R. I. & P. in sup. 3 to 28675-A quotes new rates on grain, grain products, seeds, etc., between Mo. river points and St. Louis, Mo., East St. Louis, Ill., and stations in Colorado, Illinois, Ia., Kan., Mo., Neb., Oklahoma and stations in Col., Mo., Neb., and Okla., effective Feb. 2.

C. & N. W. Ry. in sup. 39 to G. F. D. 3300-A gives local, joint and proportional freight tariff, applying on grain and feed, between stations in Ill. and Wis. Also on elevator by-products, between Chicago, Ill., Milwaukee, Wis., and Waukegan, Ill., and northern Ill. points, effective Feb. 12.

C. R. I. & P. quotes a new rate of 12c on wheat, from Kansas City to Chicago, Peru, La Salle, Utica, So. Chicago and Brickton (applies in connection with thru shipments not covered by thru rates, also as reshipping rates where inbound shipments are received over railroad lines, effective Feb. 15).

Burlington quotes new rates, effective Feb. 1 to Brookport, Cairo, Ill., Evansville, Ind., and Metropolis, Ill. (when for points in Carolina or southeastern territories, also Nashville, Tenn.), from Sioux City, Ia.; wheat and flour 19.1c, corn and bran 16 1/4c; from Sioux Falls, S. D., wheat 21c, flour 23 1/2c, corn and bran 21c.

C. R. I. & P. in sup. 12 to 13207-E quotes new rates on grain, grain products, etc., from Kansas City, Mo., St. Joseph, Mo., Armourdale, Kas., Atchison, Leavenworth, Kas., Council Bluffs, Ia., Omaha, Neb., and So. Omaha, Neb., to stations in Ill., Iowa, and Wisconsin on connecting lines. Under suspension for investigation.

C. B. & Q. in sup. 31 to G. F. O. 3200-B quotes new rates, effective Apr. 14, between Missouri River points and Chicago, St. Louis, Mo., St. Paul, Winona, Minn., La Crosse, Wis., verifying sup. 29, which was under suspension. This also has the effect of postponing cancellation of G. F. O. 9377-A, 9442-A, and 9467-B.

Wabash, effective Feb. 2, quotes new rates between St. Joseph, Mo., and Highland Park, Flint Junction, Urbandale and Baker's, Ia., on flaxseed and millet seed 16c, wheat and flour 14c, corn and oats 10c, rye and barley 12 1/2c. Also quotes rates, effective Feb. 9, between Tucker's and Dailey's, Ia., and Kansas City, Mo., wheat and flour 15c, corn, rye, oats and barley 12.5c.

Soo quotes on corn, effective Feb. 1, from Minneapolis, St. Paul, and Minnesota Transfer, Minn., and stations taking same rates, to Revelstoke, Enderby, B. C., a rate of 53c; Armstrong, 55c; Kelowna, Summerland, 57c; Vernon, 55c; Naramata, 58c; Salmon Arm, Chase, 55c; Kamloops, 58c; Ashcroft, 60c; Merritt and Nicola, 65c; feed, Belgrade, Minn., to Moose Lake, Minn., 8c.

C. R. I. & P., effective Feb. 2, quotes new rates between Martha, Hester, Brinkman, Willow, Moravia, and Carter, Okla., and Kansas City, Mo., on wheat 24 1/2c, corn, alfalfa feed and linseed cake 23c; between same points and Omaha, Neb., wheat 27c, alfalfa feed 28 1/2c, linseed cake 28 1/2c, flaxseed 39c, millet and hemp seed 39c; between same points and St. Louis, Mo., wheat 27c, corn 25c, alfalfa feed and linseed cake 25c, flaxseed and millet seed 36c, hempseed 39c; between St. Louis, Mo., East St. Louis, Ill., and Raywinkle, Ark., wheat 18c, corn 16c, flaxseed 24c and hempseed 27c.

Elevator Allowance Reduced.

The Interstate Commerce Commission on Jan. 21 ordered the Santa Fe and 21 other railroads operating at Mississippi, Mississippi and Ohio river crossings to desist from payment of excess of 1/4 of one cent per bu. for elevator transfer of grain, including free storage of ten days at points on Ohio and Missouri rivers when such payment is made to owner of grain or when such owner is directly given the benefit of such payment for period of two years after Mar. 1. The Commission understands that at the present time allowance of one-quarter of one cent per bushel is generally applicable in other territory and tariffs making effective charges hereinbefore referred to may be filed upon 5 days' notice to the Interstate Commerce Commission.

Grain Trade News

ARIZONA.

Tucson, Ariz.—The safe in the office of the Tucson Hay & Grain Co., was the object of an attack, Jan. 12, of a burglar who used an axe, a hay hook and a screw driver in a vain attempt to open it, succeeding only in battering it to such an extent that it required a day's work by a skilled safe repairer to open it. The safe was unlocked and contained just 85c in cash.

ARKANSAS.

Buckner, Ark.—We have recently engaged in the grain, feed and flour business at this point.—Williams-Snyder Merc. Co.

Pine Bluff, Ark.—We have just let the contract for the erection of our new 100x200-ft. brick and reinforced concrete warehouse to Kaucher, Hodges & Co. In connection with the warehouse, we will have a 20,000-bu. elvtr. and a mill capacity of 1,000 bags of chops daily, together with a capacity of 10 cars daily of other products and grain. We contemplate the installation of meal grinding and sacking machinery, also machinery for a mixed alfalfa feed and poultry feed. A hay barn with a capacity of 1,000 tons will also be constructed. The plant will be run by individual drive, three-phase motors, totaling 75 h. p. and complete will cost about \$40,000.—Westbrook Grain Co.

CALIFORNIA.

Tulare, Cal.—The Tulare Grain & Mfg. Co. will spend \$3,000 in improvements in its plant.

San Francisco, Cal.—The plant of the Pacific Oil & Lead Works, a branch of the American Linseed Co., burned recently.

Los Angeles, Cal.—The Farmers Grain & Mfg. Co., incorporated; capital stock \$50,000; directors, Jules Kaufman, E. Kettler and W. B. Waterman.

CANADA.

Gerald, Sask.—An elvtr. is being built by the farmers of this vicinity.

Calgary, Alta.—The Grain Exchange is contemplating the erection of a new building.

Three Hills, Alta.—The elvtr. of the Alberta Pacific Co. at this station, has been completed.

Montreal, Can.—A. Bowen has been appointed official scale inspector for the Canadian Grain Commission.

The Spokane Grain Co., of Spokane, Wash., has registered in British Columbia as an extra-provincial company.

Regina, Sask.—The Regina Grain Co., Ltd., has opened an office on Scarth St. under the management of E. E. Quigley.

Fort William, Ont.—Bids on the new Fort William Grain Exchange will be received until Jan. 30 by Jas. Murphy, pres. of the exchange.

Calgary, Alta.—The Alberta Pacific Grain Co. now owns and operates the elvtrs. of the Alberta Pacific Elvtr. Co., Globe Elvtr. Co. and West Coast Grain Co. at this station.

Boissevain, Man.—The Western Canada Lbr. Co. has bot the Old James Elvtr. and will, it is understood take the building down and rebuild it on the Boissevain-Lauder extension of the C. P. R.

New Westminster, B. C.—A mill and 25,000-bu. elvtr. will be erected by the Grain Growers British Columbia Agcy. The building will be 50x35 ft. on the ground and 80 ft. high and will cost about \$8,000.

Winnipeg, Man.—A. McMichael of the Turner Grain Co., recently celebrated his golden wedding anniversary and was presented with a gold-headed cane by members of the Grain Exchange with whom he has been associated for the last 20 years.

Montreal, Can.—The new 1,500,000-bu. addition to Elvtr. No. 1 of the Harbor Commissioners, will be constructed thru-out of reinforced concrete and steel and with the recently completed Elvtr. No. 2 of the company will give them a total capacity of 5,100,000 bus.

Winnipeg, Man.—John McLeod, former mgr. of the Manitoba Elvtr. Commission, who is alleged to have embezzled \$7,000 during his term of service, and who was apprehended in Glasgow, Scotland, is reported to have pleaded guilty to 5 charges of theft, amounting to \$4,510.

Brandon, Man.—R. C. Henders of Culross, Man., was elected pres. of the Manitoba Grain Growers Ass'n at the recent convention in this city. The present grading system was condemned by the delegates and a grain commission to fix moisture dockage was suggested.

Montreal, Que.—The suit asking for damages to the amount of \$24,317.63, brot against E. A. Schmidt in 1909 by James Carruthers & Co., Ltd., was dismissed by Justice Weir, Jan. 15, on the ground that no writings passed between the parties to prove that purchases or sales were made. The defendants claimed the amount was lost in an alleged attempt to corner the Winnipeg oats market.

Fort William, Ont.—A. E. Fenton, owner of the Fenton Elvtr., was instantly killed, Dec. 19, in the yards of the Can. Pac. while superintending the shunting of a freight car into his siding at the elvtr. He had climbed to the top of the car and a sudden jar threw him to the ground and before help could reach him, he had rolled under the wheels and was decapitated. A. F. Guy and his associates have bot the elvtr. property.

Winnipeg, Man.—The com'te recently appointed by the Canadian Grain Commission to look into the matter of the congestion of grain shipments, held a meeting in this city recently. Leading railroad officials were present and assured the com'te that their roads were doing all in their power to facilitate shipments, and suggested alternative routes for grain shipments originating in the west. They agreed to co-operate with the com'te in every way possible. The gen. freight agt. of the Can. Pac. stated that with average weather conditions his road could readily haul 150 cars daily east from Port Arthur.

COLORADO.

Colorado Springs, Colo.—W. O. Drennan has been admitted to partnership in the R. B. Liles Grain Co.

IDAHO.

St. Anthony, Ida.—T. H. Kelly will be our mgr. for the elvtrs. at this station, Drummond, Thornton and the 2 at Ashton.—St. Anthony Mfg. & Elvtr. Co.

Ilo, Ida.—About 200 farmers of the counties of Idaho, Lewis and Clearwater recently held a convention in this city to consider the advisability of erecting elvtrs. to supplant the use of the grain bag.

ILLINOIS.

Kasbeer, Ill.—J. M. Ennes is building an elvtr.

Fairview, Ill.—Fairview Farmers Elvtr. Co. incorporated; capital stock \$8,000.

Morrisonville, Ill.—I am making extensive repairs in my elvtr.—Thos. E. Doyle.

Grand Ridge, Ill.—Roger C. Williams has bot the elvtr. of Geo. M. Loy.

Carthage, Ill.—Witt Bros. & Johnson now have an office in the new Chevallion Bldg.

Warsaw, Ill.—The Farmers Co-operative Elvtr. Ass'n contemplates the erection of an elvtr.

Willey, Ill.—I succeeded Chas. Hall as mgr. for Twist Bros., Dec. 1, 1912.—Francis Wilson.

Yorkville, Ill.—The Farmers Elvtr. Co. has increased its capital stock from \$10,000 to \$20,000.

Murrayville, Ill.—The farmers of this section are talking of organizing a farmers elvtr. company.

Dalton City, Ill.—C. E. Davis, owner of the Davis Elvtr., has gone to Long Beach, Cal., for the winter.

Oakland, Ill.—J. C. Westphal & Co. have succeeded J. C. Westphal in the grain business at this point.

Minonk, Ill.—David Filger, who was for a number of years in the grain business, died Jan. 4, at the age of 79.—S.

Lawndale, Ill.—A building owned by the Lincoln Grain Co. but used as a restaurant, burned at 6:30, Jan. 10.

Sidney, Ill.—E. E. Derrough has resigned as mgr. of the Sidney Grain Co. and will go to Arkansas for his health.

Vanwood sta., Sherman p. o., Ill.—Lowell Sudduth, son of Thos. Sudduth, has taken charge of his father's elvtr. at this station.

Baker, Ill.—The farmers of this vicinity are organizing an elvtr. company and will incorporate to buy or build an elvtr.—Edw. H. Farley.

Bristol, Ill.—The Farmers Elvtr. Co. of Yorkville voted to purchase the elvtr. of Ebrecht & Elliott at this station, at a meeting.

Cerro Gordo, Ill.—The Cerro Gordo Grain & Coal Co. has installed a motor and in future will operate by electric instead of gasoline power.

Fairview, Ill.—Grain will be shoveled by hand at the new elvtr. of the Farmers Elvtr. Co. until the tracks are laid and the necessary improvements added.

Chillicothe, Ill.—The Turner-Hudnut Co. has changed its power from steam to electricity with a detached fireproof motor room constructed of steel and concrete.

Lyndon, Ill.—Ralph Allen of the firm of Everly & Allen, fell and fractured two of his ribs while assisting in the unloading of grain at the elvtr. While not seriously hurt, his injuries are very painful.

Moweaqua, Ill.—Simon Primmer has traded a farm near Obed, for the half interest of W. C. Thompson in the elvtr. of Thompson & Housh. The new partners will operate as Housh & Primmer.

Sheffield, Ill.—W. H. Graham, formerly mgr. Farmers Elvtr. Co., of Larabee, Ia., is mgr. of the recently organized Farmers Grain & Lbr. Co., which is now taking in grain, the elvtr. having been completed Jan. 6.

Mendota, Ill.—The following new officers were elected for 1913 at the annual meeting of the Farmers Elvtr. & Supply Co.: John Winter, pres.; John Gorman, vice-pres.; Henry F. Feik, sec'y; John Swisher, treas.

McCluskey, Ill.—The elvtr. of Chappell & Chappell which burned Jan. 3, contained 2,500 bus. of corn, and about 15,000 bus. of wheat. The building was valued at \$6,000; insurance \$2,000 on house and \$1,000 on grain. The blaze was due to sparks from a passing train.

Oakland, Ill.—The elvtr. under construction at this station is being erected by Chas. Henn of Borton and Thos. G. Beggs of Terre Haute, Ind., and will stand on our own property and not on the Vandalia right of way. We will operate as Henn & Beggs.—Chas. Henn.

Stanford, Ill.—The Stanford Grain Co. will build a concrete engine house and install 2 new 10 h. p. engines. Thos. Outlaw was elected pres., and Edward Miller, sec'y at the annual meeting Jan. 4.

West Brooklyn, Ill.—H. F. Gehant was elected pres. of the Farmers Elvtr. Co. at the recent annual meeting; directors being J. Thier, J. Erbes, J. Fassig, L. Gehant, David Burkhardt, J. Halbmaier and Geo. Schnuckel.

Fogarty Siding, Broadwell p. o., Ill.—The Farmers Grain & Coal Co. incorporated; capital stock \$6,000; incorporators Seth Warrick, Wm. Fogarty, J. W. Burke, Nicholas Amberg, Wm. Amberg and Philip C. Gehlbach.

Sidney, Ill.—The elvtr. recently purchased by J. W. Long of Knox, Ind., from F. B. Scott, and later sold by him to Michael Reinhart, has again been sold. The new owner is L. B. Saffer of Urbana, but F. B. Scott will remain as mgr.

Bristol, Ill.—The Farmers Elvtr. Co. of Bristol, incorporated; capital stock \$7,000; incorporators J. F. Windett, J. W. Rider, G. B. Raymond. The new company will buy the elvtr. of Ebrecht & Elliott at this station if a satisfactory price can be reached, if not it will build.

Hartsburg, Ill.—In the death of Barend R. Behrends, who died Jan. 8, after a brief illness from black diptheria, this city loses one of its most prominent and progressive citizens. He was vice-pres. of the Farmers Grain & Coal Co. and was identified with many other interests.

Springfield, Ill. — Illinois corporations which have received the regular annual notice to make report of their business, location and officers should not fail to mail their report with the \$1 fee between Feb. 1 and Mar. 1, to the sec'y of state, lest they be deprived of their charters.

Odell, Ill.—The books of Harry R. Kennedy, former mgr. of the Odell Grain & Coal Co., who resigned Sept. 15, have been audited by Artemas R. Hopkins, auditor of the company, and all funds were properly accounted for, a general release being signed Jan. 18. J. C. Tobey is now mgr.

Urbana, Ill.—The legislative com'te of the ass'n has been working on the draft of a reciprocal demurrage law for some time, but as it seems impossible as a state proposition, we may have to abandon it and turn to congressional action.—S. W. Strong, sec'y Illinois Grain Dealers' Ass'n.

Champaign, Ill.—Fred H. Hunting has moved his offices to the 1st Natl. Bank Bldg., while C. E. Johnson & Co. are occupying Rooms 410 and 411. Another removal is that of W. P. Foote, mgr. for Baldwin & Co., to Room 409. This will bring the 3 grain firms into closer touch with each other.

Drake, Ill.—John W. Pherigo, while working in the top of the elvtr. of V. C. & Trave Elmore, sustained a fractured skull when a rope broke, releasing a heavy weight which struck him on the head. Another weight in falling crushed his foot and he is in a serious condition at the hospital.

Meyer's Sta., Ill.—The Farmers Grain Co. will build another 15,000-bu. elvtr. on the township line between Cincinnati and Sand Prairie townships about a mile from South Pekin, as soon as arrangements can be made with the railroad company for a switch. The new house will be on the Northwestern extension.

Graymont, Ill.—Our 2 elvtrs. containing 40,000 bus. of oats and 23,000 bus. of corn burned Jan. 10; loss on grain \$23,000; on buildings, \$13,000; insurance on grain, \$20,000; on buildings \$1,800. There will be some salvage but it will be small. No plans have been made for rebuilding yet but rumors seem to indicate that the houses will be replaced.—J. H. Unzicker, mgr. Farmers Elvtr. Co., per J. O. E. The Brooks Elvtr. Co. of Minneapolis, is handling the salvage. The farmers will lease the elvtr. of the Rogers Grain Co. for the time being, that house having been empty for some time.

Maroa, Ill.—Chas. M. Wright recently caught his right hand in a conveyor at the elvtr. of the Duvall Grain Co. and injured it so badly that amputation just below the elbow was necessary.

Polo, Ill.—Maurice Herbert has retired from the grain business, selling his interest in the firm of Herbert & Hackett to his partner James Hackett, who now assumes sole management. Mr. Herbert has been in the grain business here for the last 16 years and has been associated with Mr. Hackett for the last 10.

Woodford, Ill.—The elvtr. of J. A. Simpson, containing 100,000 bus. of oats, burned at 6 p. m., Jan. 17; loss on building total; insurance \$10,000; loss on grain heavy, but fully covered by insurance. During the fire several thousand bus. of grain ran out of the burning building over the I. C. tracks. The elvtr. was operated as the Woodford Elvtr. Co.

Thawville, Ill.—The Geo. E. West, who was reported in this column Jan. 10 as having filed a petition in bankruptcy, is not Mr. Geo. E. West who resides at this city, and is not connected in any way with the West Bros. Grain Co. Geo. E. West of Thawville has not filed a petition in bankruptcy, his friends in the grain trade will be pleased to learn.

Dwight, Ill.—The annual meeting of the Farmers Elvtr. Co., which began business Aug. 1, 1912, was held Jan. 18, and the annual report of Mgr. Frank Gibbons shows the total assets were \$32,609.57, total liabilities \$17,417.34 and net assets \$15,192.23. The net profit for the first five months' business is \$542.23. There were 250,000 bus. of grain sold and shipped. The company suffered heavy losses the first 2 months on account of car shortage.—A. R. H.

Alton, Ill.—The Sparks Mfg. Co. will build a 300,000-bus. reinforced concrete annex connected to the mill by means of a belt conveyor and transfer spout. The new storage will consist of 10 cylindrical reinforced concrete tanks 25 ft. in diameter and 80 ft. high, surmounted by a reinforced concrete cupola with belt conveyor for filling the bins. The machinery equipment will consist of a corliss engine, which will be supplied with steam from the present boilers. Two elvtr. legs will have 8,000-bu. capacity each; and hopper scale 1500-bu. capacity, carpuller, and the usual conveyors for loading and unloading the bins will be installed. Work has already been commenced by The Macdonald Engineering Co. which has the contract.

Minier, Ill.—The annual meeting of the Minier Grain Co. was held Jan. 11, 75 stockholders attending. The principal subject discussed was "ways and means of raising funds to pay pressing indebtedness." Several propositions were offered for the sale of all the property and dissolution of the company, but it was decided that Mindale Elvtr., owned by the company, should be sold for an amount sufficient to pay all the indebtedness. Many of the farmers near Mindale who contributed for the building of that elvtr. object to the sale of it and a meeting there has been called for the purpose of organizing and building another elvtr. in case the company sells this one. There is only about 45,000 bus. of grain a year handled at Mindale, and if the farmers build another elvtr. there it will make the proposed sale very difficult. It is claimed that the present condition of the company is the result of selling high priced corn for 10 days' delivery and on account of car shortage they could not ship before the price had dropped and that heavy losses were suffered on several contracts.—A. R. H.

Cairo, Ill.—"A. A. Baker Commission Co." disappeared on the night of Jan. 15, leaving several confiding grain shippers to wait in vain for remittances and account of sales. Two weeks before Christmas two young men rented an office in the Miller-Schuh Bldg. and bot office furniture on the installment plan. They employed Miss Vera Cook to operate the typewriter and were then ready to solicit consignments. The bait was a little high-

er bid than the reputable and established buyers could afford to pay; and they requested that shipments be made without draft attached to B/L. Some of the grain they received was sold to local dealers. It is alleged that they obtained several cars, which they sold and pocketed \$1,650. A dozen cars of grain are now standing in the yards of the Illinois Central and the Mobile & Ohio roads consigned to the fly-by-night commission company, and many inquiries from country dealers who had shipped grain to the "company" are on file in the railroad offices. No one knows their antecedents and their present whereabouts are unknown. The one who called himself Mr. Baker told the stenographer Jan. 15 that they would be absent until Jan. 20 and that she might remain at home until then.

CHICAGO NOTES.

CHICAGO CALLERS: J. H. Plank. Minneapolis, Minn.

J. K. Seagraves has bot the interests of Sidney Long in the firm of Sidney Long & Co. The name of the firm will not be changed.

Chief Inspector Cowen was confined to his home for a few days with an attack of influenza, but has fully recovered and is again at his desk.

George Edwin West of 4009 Lake Ave., has filed a petition in bankruptcy in the U. S. District Court. He scheduled liabilities to the amount of \$223,373 and assets \$10,224.

Quotations on corn from Rotterdam will be posted on the Board of Trade, hereafter, the first quotation appearing Jan. 9, March corn being quoted at 65½c and spot at 65½c.

Percy S. Bartlett will, with W. P. Anderson, represent W. P. Anderson & Co. on the floor of the Board of Trade, Mr. Bartlett having become interested in the firm.

Members of the Board of Trade Mutual Benefit Ass'n have launched a campaign to increase the value of the policies to \$3,500, the policies now being worth \$3,286 with a total membership of 1,002.

The large hay and grain warehouse of Pearson & Herron burned Jan. 17; loss \$150,000. The house was full of grain and hay at the time of the blaze, which is thot to have been of incendiary origin.

James M. Adam of Rosenbaum Bros. was one of the victims of the recent wreck on the Penna. line, near Van Wert, O., but tho badly shaken up, was uninjured. Mr. Adam was returning from the Lima meeting at the time of the accident.

W. L. Gregson has opened an office in the Insurance Exchange Bldg. and will conduct a grain and provision business, operating as W. L. Gregson & Co. Wallace G. Wareing will be associated with him. Mr. Gregson has disposed of his interests in the firm of W. P. Anderson & Co.

The Chicago Consolidated Brewing & Malting Co. has sold a half a block of land improved by an old malt house, operated by the Geo. Bullen Malting Co. and a lot 150x100 ft. on which is the elvtr. used by the brewing company to Wm. V. Kelly, for \$200,000 cash. Mr. Kelly will tear down the buildings.

The directors of the Board of Trade re-appointed Ernest A. Hamill treas. of the exchange at a meeting held Jan. 21. Other appointments were: Geo. M. Reynolds, treas. of the clearing house; Samuel Powell, mgr. of the clearing house; H. R. Whiteside, hay inspector; Robt. P. Kettles, chief grain sampler, and Henry S. Robins, attorney.

Harry Hall, cable clerk in the office of the sec'y of the Board of Trade, was stricken with pneumonia and died Jan. 15 after an illness of only a few days. Mr. Hall was 36 years old and had been connected with the exchange for a number of years. Less than a week before his death, his father died of the same disease. Harry was a favorite and was held in high esteem.

The Board of Trade Club held its third annual meeting Jan. 16, the following officers being elected: John E. Bellot, pres.; Robert Buckley, vice-pres.; James F. Robertson, sec'y, and Louis C. Brosseau, treas. The executive com'te is composed of Chas. E. Timberlake, Kenneth S. Templeton, Alfred F. Geahart, Chas. T. Hulburt and Peter J. Brennan.

The directors of the Board of Trade appointed the following com'tes, Jan. 14: Warehouse, T. E. Cunningham, J. R. Mauff and J. A. Rodgers. Grain, A. Gerstenberg, F. B. Rice, C. B. Pierce, J. A. Carden, E. D. McDougal, J. C. Murray and P. H. Schiffin. J. C. F. Merrill was reappointed sec'y and Walter Blowney, asst. sec'y, at the same meeting.

Delivery of grain on future contract during the last six days of the month of delivery is provided for in an amendment to section 1 of Rule XXI of the Board of Trade which has just been posted for ballot, to include grain which is not in store but which actually has arrived in the Chicago switching district and has been inspected within the preceding 48 hours.

The following have been admitted to membership in the Board of Trade: Carroll L. Frank, Robt. F. Nicolai, Ed. O. Myers, Richard I. Mansfield, Wm. Hereley, Jr., and J. K. Segrave. Chas. A. Gormaly has applied for membership, and the memberships of James Carruthers, Chas. W. Bliss, Sidney Long, John W. Douglas, Harry E. Graves, Fred Cowin, H. B. Day and the estate of Reuben M. Huffman have been posted for transfer. Memberships are quoted at \$2,375 net to buyer.

At the annual meeting of the Board of Trade, Jan. 13, the pres. was authorized to appoint a com'te of 5, to act as a Com'te of Economy and Efficiency, the motion being made by S. P. Arnot and unanimously endorsed by those present. The com'te was suggested because a number of depts. of the exchange have had excessive operating expenses. The com'te will be empowered to go over the accounts of the various depts. and ascertain where economies can be effected and a greater degree of efficiency attained.

The annual report of the Board of Trade was sent to the members in advance of the annual meeting so that the reading of the reports at the meeting itself might be disposed of. A few of the items listed are as follows: Receipts, annual assessments, \$122,025; building rents, \$134,029; grain sampling dept., \$54,536; quotation dept., \$38,136; compared with assessments of \$123,412; rents, etc., \$139,797; sampling dept., \$48,673; quotations, \$40,733, received during 1911. Expenditures in the grain sampling dept. amounted to \$49,754 against \$42,776 last year. The cash on hand Jan. 6, 1913, amounted to \$11,293, the bonded indebtedness to \$944,300 and the bonds in the treasury to \$71,300; compared with \$51,431, cash on hand, \$994,060 bonded indebtedness and \$67,100 worth of bonds in treasury at the time of the annual report for 1911. The total membership numbers 1,627, and the assessment for the year is \$75. Twenty members died during 1912.

PEORIA LETTER.

Geo. W. Cole of Bushnell has opened an office in the Board of Trade Bldg., with J. S. Boccock in charge.

Andrew Beseman has accepted a position of bookkeeper for the recently organized firm of Geo. L. Bowman & Co.

Four suits for damages for alleged shortages in shipments of grain, which were recently brot against the C. & A. Ry. Co. by Robert C. Cox, were dismissed by agreement in the circuit court at Springfield.

Vice-pres. N. R. Moore of the Board of Trade, is one of the active workers for a new home for the exchange. Mr. Moore expressed himself strongly on the subject in his inauguration speech and urged the board to make every effort to buy or to erect a new home nearer to the business heart of the city, the present building being practically bounded by railroad yards and wholesale hotuses.

The membership of W. B. Kingman has been posted for transfer to F. E. Watkins.—John R. Lofgren, sec'y Board of Trade.

The Board of Trade has installed 12 additional moisture testers, making a total of 36 and can now test 72 cars of corn in an hour.

The new officers of the Board of Trade were inaugurated Jan. 20 and the following com'tes were appointed by Pres. Ridge: On arbitration the new member is G. L. Bowman and the old members G. H. McHugh, J. A. Speers, D. D. Hall, E. S. McClure, C. L. Daly. Inspection—W. W. Dewey, Louis Mueller, Peter Casey, T. G. Jacobs, T. A. Grier.

At the annual election held Jan. 13, the following officers were unanimously elected: J. H. Ridge, pres.; N. R. Moore, and J. W. Hendley, vice-pres.; Walter Barker, treas.; A. G. Tyng, Peter Casey, C. C. Miles, W. W. Dewey, D. Mowat, T. A. Grier, L. Mueller, C. H. Feltman, T. G. Jacobs and B. E. Miles, directors; E. McClure, C. L. Daly and Geo. L. Bowman, com'te of arbitration; W. S. Miles, J. W. Byrne and F. L. Wood, com'te of appeals for 2 years and Geo. Breier, for one year.—Jno. R. Lofgren, sec'y.

Receipts of grain at Peoria during December included 91,833 bus. of wheat, 2,067,847 of corn, 1,133,185 of oats, 400,900 of barley and 37,200 bus. of rye; compared with 65,333 bus. of wheat, 1,944,158 of corn, 466,200 of oats, 243,160 of barley and 47,300 bus. of rye received during December, 1911. Shipments for the month included 86,799 bus. of wheat, 1,348,627 of corn, 1,175,957 of oats, 252,898 of barley and 39,600 bus. of rye; compared with 53,000 bus. of wheat, 1,731,978 of corn, 699,032 of oats, 58,071 of barley and 8,700 bus. of rye shipped during December, 1911.—John R. Lofgren, sec'y Board of Trade.

INDIANA.

Elizabethtown, Ind.—I have succeeded A. R. Anderson.—W. H. Newsom.

Amboy, Ind.—The Amboy Grain Co. has succeeded the Lavengood Grain Co.

Lawton, R. F. D. Winamac, Ind.—J. D. Reed will build an elvtr. at this station.

Fisher sta., Fishers Switch, Ind.—Wilde & Wilson have succeeded Plummer & Wilson.

Sharpsville, Ind.—We have succeeded Batchelor, Barlow & Davis.—Batchelor, Barlow & Batchelor.

Frankfort, Ind.—We will build new coal sheds and handle coal this spring.—F. E. Frantz, mgr. Clinton Grain Co.

Lewisville, Ind.—The recently organized Lewisville Elvtr. Co. will build an elvtr. in the spring.—O. A. Kirkham, director.

Whitestown, Ind.—We have installed a Nordyke & Marmon feed mill in our elvtr. here.—Jenkins & Cohee, per Chas. N. Clark.

Ft. Wayne, Ind.—The new plant of the Mayflower Mills, built to replace the one burned in May, 1911, is now in operation.

Wabash, Ind.—King Grain Co. incorporated; capital stock \$10,000; incorporators Allen W. King, Jr., Fred I. and Muriel King.

Rockport, Ind.—Jeff Ray & Son will install a grain drier in the spring and build additional bins, increasing their capacity by 10,000 bus.

Indianapolis, Ind.—The two smokestacks were blown down and the roofs of the cupola of the Jordan & Montgomery elvtr. blown away Jan. 20.

Indianapolis, Ind.—The following statement shows the Board of Trade inspections of grain for the week ending Jan. 18: wheat, 16,800 bus.; corn, 432,000 bus.; oats, 237,000 bu.; no rye.—M.

Tipton, Ind.—The Urmston Grain Co. has succeeded the Windfall Grain Co. and has taken over the 2 elvtrs. at Windfall and one each at Curtisville, Nevada and Hemlock, belonging to that company. Both Messrs. Woods and Hadley, owners of the Windfall company, will retire from the grain business.

Garrett, Ind.—We have recently completed our 8,000-bu. elvtr. located on the B. & O. R. R. and are buying and shipping grain.—Garrett Elvtr. Co.

Indianapolis, Ind.—G. M. Fairfield, who for several years was identified with H. I. Baldwin, Decatur, Ill., is now connected with the Mutual Grain Co.

Important legislation on the subject of Employer's Liability and Workmen's Compensation is to be considered by the Indiana Legislature during its present session.

Indianapolis, Ind.—We opened a commission and brokerage business, Jan. 5, with Fred Winders formerly with the Bassett Grain Co. as mgr.—Winders Grain Co.

Walkerton, Ind.—The elvtr. of B. I. Hosler & Co. is being overhauled by J. A. Horn, who is installing a new boiler, engine, Invincible Cleaner and an attrition feed mill.

Covington, Ind.—We have just completed building an annex to our elvtr. to be used for cobs, and have installed a Kelly Duplex Mill.—Wm. Moore, Covington Grain Co.

Ft. Wayne, Ind.—The Egly-Doan Elvtr. Co. has elected C. G. Ely, W. M. Doan, Senator F. Greenwell, C. Stahl, D. B. Ninde of Indiana and D. Burkholter and Dick Spangler of Ohio directors for the ensuing year.

Fiat sta., Balbec p. o., Ind.—We are operating a new mill and elvtr. and are running almost all the time. We handle oats, corn, seeds, hay and straw and have about 10,000 bus. capacity.—E. A. Smith, Fiat Mill & Elvtr. Co.

Indianapolis, Ind.—The Indianapolis Elvtr. Co. has let the contract for ten reinforced concrete tanks of 500,000 bus. capacity. Each tank will be divided into four compartments and all will be operated in conjunction with Elvtr. A.

Baldwin, Ind.—The Baldwin Grain Produce Supply Co. has installed a new shelter and made repairs on its elvtr. C. W. Miller, who understands the elvtr. and grain business from basement to cupola, having had 15 years experience, is mgr.—J. B.

Frankfort, Ind.—We will build an addition to our elevator this spring, increasing our elevator capacity 30,000 bus., also build a flour warehouse and possibly a seed warehouse, installing a seed cleaner at the same time.—C. W. Sims, of J. T. Sims Grain Co.

Morristown, Ind.—T. K. Mull of Manilla will manage the business of the Mull Grain Co., his brother, Frank A. Mull of Rushville, who was mgr., having died recently. The company operates elvtrs. at Morristown, Gwynneville, Manilla and Rays Crossing.

Earl Park, Ind.—The elvtr. of the Wilson-Barr Co., containing 20,000 bus. of oats and 10,000 bus. of corn, burned to the ground, Jan. 18. The fire was discovered at 1:15 a. m. in the cupola. Loss on elvtr., \$30,000; insurance, \$20,000. Loss on grain, \$8,000; fully insured. The cribs, power house and office were not damaged.

Indianapolis, Ind.—Fair weather has increased receipts of local wagon grain, but it has brot no weakening in prices. Dealers say they will probably get an average of about 100 loads a day as long as weather is favorable. The roads are now back in good condition, and this will tend to make receipts liberal. Last week there were less than twenty loads of grain a day for sale on the local wagon market.—M.

La Porte, Ind.—After having been in the grain business at Jewell, O., for 27 years, J. S. Calkins has bot the elvtr. of Theo. Lorig & Son in this city. Mr. Calkins built three elvtrs. at Jewell, all on the same site, the first one being torn down to make room for one of larger capacity which burned some years later. The third house replaced the burned one and was sold when he decided to go out of the grain business. Unable to resist the call of the trade, however, Mr. Calkins has gone back to his first love and will try his fortune in the new field.

Indianapolis, Ind.—Legislation providing for the appointment of county sealers in counties where city sealers are now employed, will be urged by the Indiana State Sealers Ass'n at its annual meeting, Jan. 29. The sealers will also ask that their titles be changed to inspectors. Another provision of the proposed law will seek to have the inspectors removed from their offices only for cause.

Pendleton, Ind.—The new 25,000-bu. elvtr. of Taylor & Brown has been completed, the equipment including a No. 3 U. S. Sheller, No. 23 U. S. Cleaner, 2 stands of 15x17 elvtrs., a 48,000-bu. Fairbanks Hopper Scale, Constant Manlift, 2 Constant Chain Feeders, and an overhead dump. The building is of cribbed construction, iron-clad, and will be operated by steam power. L. J. McMillin had the contract.

Royal Center, Ind.—Work is progressing rapidly on the new 50,000-bu. elvtr. of Sims & Ashpaugh. The new house is on the site of the old East Elvtr. of the company and will be up-to-date in every respect. The West Elvtr. was thoroly overhauled last summer, new machinery including a cleaner, automatic scale, gravity loader, manlift, an additional dump and a stand of elvtrs. being installed. The whole building is covered with steel siding.

Cicero, Ind.—E. E. Cornthwaite has let contract to L. J. McMillin for a 15,000-bu. iron-clad elvtr. with exchange room in connection, to replace the elvtr. burned Nov. 30. The foundations of the old building were not destroyed and the new house will be built on the same ones. The equipment will include 3 sinks using Constant Chain Feeders, one stand of 12x6 and one of 14x7 elvtrs., No. 23 Western Sheller, No. 24 U. S. Cleaner, overhead dump using 6½-in. gas pipe for roller, 1,500-bu. National Automatic Scale, Constant Manlift, and 2 15-h. p. electric motors for power.

Kokomo, Ind.—Wm. H. Small, mgr. of the Brookside Feed & Grain Co. of this city, was made defendant in a suit Jan. 6 by Jane Foy to recover \$85 for which Small had given Mrs. Foy a check on a bank at Galveston, which refused payment because his funds had been withdrawn. The check was given in payment for corn bot. In the course of the proceedings the attorney for plaintiff read an extract from the Grain Dealers Journal Dec. 25, page 969, under the caption "A Small Scooper with Blackmailing Tendencies," and asked Small if he was the man referred to in this article, and Small admitted he was. Counsel in questioning sought to develop that Small had been in trouble at Kempton and other places; and it was intimated that Chas. Grau had been compelled to replevin certain baled hay from him after it had been loaded out for shipment. When Small made affidavit that he was not a resident of Howard County the hearing came to an end and plaintiff declared that suit would be brot in Grant County, where Small claimed residence.

La Fayette, Ind.—Louis Marshall Vogler of Hope, Ind., was named as Indiana's new corn king at the thirteenth annual meeting of the Indiana Corn Growers Ass'n, held here last week. The corn growers, 1,200 strong, applauded enthusiastically all references by speakers to agricultural education in Indiana, and the entire membership of the strong organization will resolve itself into a committee to urge the members of the general assembly not to curtail appropriations intended for the advancement of agricultural knowledge. The victory of Bartholomew County in the annual state corn show is a source of gratification to the farmers living in the southern central part of the state. For a number of years Johnson County has been winning with great regularity at the state shows, and has been winning high honors at the national corn expositions. L. M. Vogler, the new corn king, is a young man and a practical farmer. His father, Louis A. Vogler, was a winner at the national corn show last year. The winner of the sweepstakes in white corn was Vogler; in yellow corn, Charles S. Shirt of Greensburg; in mixed corn, C. A. Brown of Franklin; in

single ear competition, J. S. Helms of Richmond. Arthur Hollinsworth of New Augusta, won the oats championship, and William Fritch of Corunna the wheat championship.—M.

IOWA.

Plainfield, Ia.—John Roach & Sons have built an elvtr.

Hampton, Ia.—I have sold out to real estate men.—A. P. Hanson.

Grundy Center, Ia.—I have succeeded Bowles & Billings.—E. E. Billings.

Dysart, Ia.—The Benton-Tama Grain Co. has bot the elvtr. of H. P. Jensen.

Griswold, Ia.—I am now agt. for Turner Bros. at this station.—G. W. Carty.

Paton, Ia.—Geo. Armstrong of Dana is now with the Farmers Elvtr. Co. at this station.

Early, Ia.—Wm. Jackson has succeeded Edw. Lashler as mgr. for the Farmers Elvtr. Co.

Berkley, Ia.—C. A. Etnire has resigned as mgr. of the Farmers Elvtr. Co. and will move to Perry, Feb. 1.

Thornton, Ia.—W. V. Casper has succeeded F. R. Hopley as mgr. of the Farmers Co-operative Society.

Coon Rapids, Ia.—We took in 211 loads amounting to 10,919 bus. here in one day, Dec. 16.—J. J. Grosenbaugh.

Belmond, Ia.—The Farmers Elvtr. Co. is talking of the advisability of building a new elvtr. before many days.

Scarville, Ia.—The stockholders of the Farmers Elvtr. Co. have decided to rebuild the elvtr. burned Dec. 28.

Madrid, Ia.—E. J. and C. J. Soderlund have bot the elvtr. of W. H. Williams and will take possession in a few days.

Jewell, Ia.—Chas. Fenton has tendered his resignation as mgr. of the Farmers Elvtr. Co., to become effective Feb. 1.

Carson, Ia.—I have sold my elvtr. and coal business to Jas. Fender & Sons, who took possession Jan. 20.—H. P. Johnson.

McNally, sta., Hawarden p. o., Ia.—Farmers Elvtr. Co. has been organized here. Mr. Evans will be the manager.

Pocahontas, Ia.—The elvtr. of the Pocahontas Grain Co. is nearing completion and will be ready for business in a few days.

Sioux City, Ia.—F. H. Schmidt and Robt. B. Pike will engage in the grain business at this point operating as Schmidt & Pike.

Gilmore City, Ia.—Mullen & Hunter have erected a new office and garage of brick 50x124. They have also put in automatic scale.

Keokuk, Ia.—The Purity Oats Co. of this city, has applied for a charter as the Purity Oats Co. of Davenport, capital stock \$300,000.

Gilmore City, Ia.—C. W. Edington is building a 10,000-bu. corn elvtr. He has purchased a drier and sheller for the equipment.

Battle Creek, Ia.—Car shortage in this section has not been noticeable until last ten days. Much corn on ground for many miles around.

Eldridge, Ia.—The 15,000-bu. addition to the elvtr. of the Farmers Elvtr. Co. is nearing completion. The Younglove Constr. Co. is doing the work.

Van Cleve, Ia.—A. A. Cook, formerly agt. for the Jackson Grain Co. at Springville, who recently bot the elvtrs. of Curt Tigges, took possession Jan. 1.

Silver City, Ia.—C. H. Kruse has bot the entire interests of Webster Mains in the elvtr. and will continue the business, Mr. Mains retiring on account of continued ill health.

Hancock, Ia.—An explosion of a 40-gal. oil tank in the engine room of the elvtr. of Wright & McSweeney at 7 a. m., Jan. 10, started a fire which for a time threatened to destroy the elvtr. Quick work by Mgr. Halliday, who had just started the plant when the explosion occurred, saved the building.

Marshalltown, Ia.—Harper & Ward of the Chicago Board of Trade, have taken over the offices formerly handled by Ware & Leland of Chicago. R. E. McCraty is mentioned as mgr.

Arthur, Ia.—John Nickelson, mgr. of the new elvtr. of the Shotwell Mfg. Co., while looking down the pit, caught his arm between the conveyor belt and a pulley, breaking it in three places.

Kinross, Ia.—The Liberty Lbr. Co. has completed a 25,000-bu. elvtr. equipped with an 8-h. p. Fairbanks Engine, 5-ton wagon and 1,500-bu. scales. The Younglove Constr. Co. had the contract.

Ames, Ia.—Fire was discovered in the engine room of the elvtr. of the Lockwood Grain Co. at 10 a. m., Jan. 15, but was extinguished before serious damage resulted, the loss amounting to about \$250.

Bayard, Ia.—The organization of the Farmers Elvtr. Co. is nearly completed and plans are now being made for a 30,000-bu. elvtr. to be erected on the site of the elvtr. of the Western Elvtr. Co., which burned Dec. 10.

Cedar Falls, Ia.—The Union Mill Co. of which W. J. Peddicord is sec'y and mgr., has just completed a 500-bbl. mill here and will open in the spring. The daily capacity of the Waterloo mill is 2,000 bbls. and it is the largest in state.

Merrill, Ia.—The annual meeting of the Farmers Elvtr. Co. was held Jan. 14 and the stockholders were well pleased with the showing made by the elvtr., the net profits amounting to over \$1,000. Grain bot during the year amounted to 195,356 bus.—J. H. Lukin, mgr.

Blencoe, Ia.—Our side track and elvtr. are completed. On Jan. 2 we started to handle grain and on the 7th contracted for 32,000 bus. of corn alone. Since then we have been idle half the time on account of being unable to get cars.—G. A. Arnold, mgr. Farmers Elvtr. Co.

Sioux City, Ia.—The Iowa-Dakota Grain Co., the organization of which was reported in this column June 25, has been granted its charter, with the following incorporators: J. H. McKeane, formerly of the M. T. Shepherdson Co.; W. H. Harter, formerly of the Interstate Grain Co., and F. E. Sweetzer. Mr. McKeane is pres. and Mr. Harter sec'y-treas.—S. C. N.

Ida Grove, Ia.—Geo. Kephart, an employe in the elvtr. of C. C. Crawford, was found unconscious Jan. 6 on the floor of the elvtr. and investigation showed that he had received a compound fracture of the skull. No one saw the accident, and how it occurred is a mystery. He is recovering but is unable to remember what happened and does not know how he was hurt.

Sioux City, Ia.—Lars Larson, the Trans-Mississippi Grain Co., the Updike Grain Co. and the Farmers Elvtr. Co. of this city, have been made defendants in a suit brot by E. J. Baker, Jr., to recover \$1,625, alleging that amount to be due him on a farm leased to Larson. The grain companies having bot the grain from Larson are made defendants. Larson has filed a counter claim for \$3,272.

In Sioux City territory alone there are needed several thousand cars more than the railroads can supply, with no sign of improvement noted. Elevators on lines leading into Sioux City are choked to their capacity and turning away grain, because the supply of cars to haul stuff away comes only in "dribblets." Local railroad officials deny that there is any serious shortage and maintain a continuous stream of grain is going into the central markets.—S. C. N.

Webster City, Ia.—We will build an elvtr. on the I. C. between Webster City and Blairsburg, but the site has not yet been named as the tracks are not completed. We have not decided on the capacity, but will probably build a modern house of about 25,000 bus. capacity, using a 10-h. p. engine. Officers of our company are: H. D. Blue, pres. and H. C. Cooper, Wm. Arnold, J. L. Richardson, John Butler and G. D. Bewgan, directors. H. L. Doty is sec'y.—Home Elvtr. Co.

Sioux City, Ia.—A decision in the proportional rate case is expected by early summer and if favorable will mean much increased business for this point. Members of the Commercial Club and Grain Exchange are now enjoying beautiful new club rooms in a building just completed.

Des. Moines, Ia.—A hearing on the proper distribution of grain cars when there is a car shortage was held Jan. 10, before the state railroad commission, the complaint having been brot by Sec'y Roy H. McVicker, with the Farmers Elvtr. Co.'s at Radcliffe, Eagle Grove and Graettinger as plaintiffs and the C. & N. W. Ry. Co. as defendant. The charge was made on the grounds that the proper care was not used in distributing the cars where they were most needed. The plaintiffs' counsel cited cases and rulings where cars were distributed at coal mines in proportion to the previous month's business and claimed that the same principle shud apply in distributing cars to elvtrs. in times of car shortage. Attorney for the defense contended, however, that the average volume of business wud not be a fair criterion to base the division of cars, holding that all shippers shud be treated alike at times of car shortage and to do otherwise wud be a discrimination. Geo. A. Wells was called upon to testify before the commission as were also the various mgrs. and officials of the elvtr. companies. At the close of the hearing Commissioner Thorne, chairman of the board, said that no formal ruling cud be made altho the board wud consider the testimony, as a 20 days' notice for a formal hearing and notification of all the railroads in the state is required, before the commission can act officially and make a formal ruling. Such a hearing will be asked at once by the farmers elvtr. companies.

Sioux City, Ia.—The annual convention of the Iowa Farmers Grain Dealers Ass'n, will be called to order by Pres. B. Hathaway, Feb. 11. A short business session will be followed by a number of addresses including "Terminal Markets," by Mgr. Miller, Farmers Elvtr. Co., Jefferson, and "Grain Inspection," by H. H. Gear, chief inspector of the Board of Trade. During the evening H. R. Olcorn, Radcliffe; Robert Tjossen, Pauling; J. Anderson, Graettinger, and F. F. Froning, Geneva, will lead a discussion on the "Problem of Car Shortage." Another discussion will be on "Shortages and Losses in Transit" led by Chas. Pattee, Pocahontas, and G. Sylvester, Alton. Gen. Freight Agt. H. C. Howe of the C. & N. W. will address the delegations on "Co-operation between Shipper and Carrier." On the morning of the 12th, E. C. Bergfield of George will talk on "Cleaners in Elvtrs." and J. M. Mehl, of Story City, will speak of "Driers." Other addresses will include "Does the Farmers Elvtr. Need Competition?" by T. A. Daily, Chatsworth, and "Shud the Farmers Elvtr. Sell Grain to the Line Elvtr. House?" by H. J. Huibregtse, Hull. The evening session will be devoted to a Lincoln program in honor of Lincoln's Birthday. The business session which will include the election of officers will be held during the morning of the 13th, to be followed by an address on "Legislation" by Hon. Thos. McManus, and the convention will close in the afternoon with a question box and an open discussion on the building up of the local elvtrs.

KANSAS.

Herrington, Kan.—E. A. Trip has bot the elvtr. of Robt. T. Ray, at this station.

Norwich, Kan.—H. M. Hoop has discontinued his grain business at this station.

Alida, Kan.—The Golden Rule Co. is out of existence and I am its successor.—W. L. Hoyt.

Linn, Kan.—F. H. Hoerman of Washington has bot the elvtr. of H. R. Gray at this station.

Viola, Kan.—Chas. Dobbin and Wm. Grier have bot the elvtr. of J. E. Martin which is known as the Countryman Elvtr., having at one time belonged to Geo. W. Countryman.

Harper, Kan.—M. L. Williams has repurchased the elvtr. at this station which he recently sold to Rex Nordyke.

Ensign, Kan.—I am now mgr. of the Farmers Elvtr. & Supply Co. at this station.—G. W. Smith, formerly at Peru.

Topeka, Kan.—A. H. Gillis is mentioned as a possible successor to D. L. Gorden for the office of state grain inspector.

Leavenworth, Kan.—The Kempler Grain Co. has surrendered its lease on the Denton Elvtr. which has a capacity of 170,000 bus.

Robinson, Kan.—The offices of the Chas. A. Geiger Grain Co. have been removed from Topeka to this point.—Chas. A. Geiger, mgr.

Stockton, Kan.—Chas. S. Woodruff, formerly mgr. of the Farmers Elvtr. Co. at Minneapolis, Kan., has accepted a similar position at this station.

Lawrence, Kan.—The Bowersock Mills & Power Co. will build a 150,000-bu. addition for wheat storage. The new house will probably be of reinforced concrete.

Langdon, Kan.—The stock holders of the Farmers Elvtr. Co. will hold a special meeting March 29 to talk over the proposition of building an up-to-date elvtr.

Pretty Prairie, Kan.—I am now buyer for the Rock Mlg. & Elvtr. Co. at this station where we have strong competition from the Farmers Grain & L. S. Co. and the Eagle Mlg. Co., the latter company, however, went broke a few days ago and will dispose of its elvtr.—E. B. Schmitt.

Topeka, Kan.—During 1912, 2,566 cars of grain were inspected here, the most of the grain being wheat, according to the report of J. F. Buell, deputy state grain inspector. During the last six months the five mills, requiring 14,000 bus. of wheat a day, were kept going at full speed.

St. John, Kan.—The Rock Mill & Grain Co. of Hutchinson, has leased the mill and elvtr. of the St. John Mill & Power Co. of which Fred A. Forsha, one of the organizers of the company was formerly mgr. The plant known as the "Mill on the Trail" and has not been in operation for a year.

An attempt will be made by the present legislature to abolish the State Board of Agri. and shud such a step be taken, Sec'y F. D. Coburn wud be legislated out of office, the intention being to have him carry on his work in connection with the state agri. college. Such an act, it is that wud avoid a great deal of duplication now existing in the work of the state board and the state college.

Langdon, Kan.—J. A. Lyons, mgr. of the Farmers Elvtr. Co. is a candidate for appointment of chief grain inspector and has the backing of Congressman Neeley and all the leading Democrat politicians in the Seventh Congressional District, the understanding being Governor Hodges will not make the appointment until after the Legislature acts on the new inspection bill that will come before them at this session.

Topeka, Kan.—The report of the scale inspection dept. of the Kansas Grain Dealers Ass'n, for the year of 1912, shows that 304 scales were inspected and tested between June 25 and December 21. Of 68 hopper scales, 40 were found incorrect; testing from 12 lbs. light to 70 lbs. heavy. Of 191 wagon scales, 63 were incorrect; testing from 20 lbs. heavy to 14.27 lbs. light. Of 40 automatic scale, 13 were incorrect.—H. M. Starr, ass'n scale inspector.

Topeka, Kan.—A bill has been introduced by Senator Waggener which will put into the power of the grain shippers at any point from which 100 cars of grain or more are shipped annually, the right to require the railroad company to build and maintain a set of track scales at that point, the shippers, meaning elvtrs., to pay half the cost. A deputy grain inspector will be appointed at each shipping point having such scales, who will also act as weighmaster and who will charge 50c for weighing a car and 50c for inspecting it when requested to do so, the railroad companies to switch the cars free of charge.

Argentine, Kan.—The drawings and specifications for the 1,600,000-bu. storage addition for the St. Fe. Ry. Co.'s Elvtr. have been completed by the John S. Metcalf Co. and the contract will be let at an early date.

Leeds, Kan.—The plants of the Kansas City Cotton Oil Co. and two box-car loads of linseed cake burned Jan. 18; loss \$10,000; partially insured. The buildings were owned by Frank E. Essex of the Standard Grain & Mlg Co. and I. M. Yost.

Kansas City, Kan.—The state has brot suit against John I. Glover, operating the Frisco Elvtr., the C. Gt. W. Ry. and the C. R. I. & P. Ry. for the collection of fees alleged to be due the state grain inspection dept. for grain inspected between April 1 and Dec. 5, 1911. The Supreme Court has held that the grain inspection law is constitutional but that it is optional with the warehouses whether they operate as public or private houses. The present suit, however, covers the time between the beginning of the fight against the law and the surrendering of the warehouse charters, which was done on Dec. 5, 1911.

Topeka, Kan.—Two propositions are to be considered by the grain producers and shippers if a bill is to be prepared and introduced at the coming session of the Legislature. First, an amendment to the present law, making all shipments of grain subject to inspection to any point within the state where a deputy inspector is maintained; i. e. making inspection of all grain compulsory. The other proposition is to amend the present law so as to eliminate the weighing of grain by the state unless requested by the shipper and giving the Boards of Trade at interior markets the right to inspect grain when desired by the shipper. We believe that if the Boards of Trade were granted the right to inspect grain, the service rendered wud be far more satisfactory than the service rendered by a political inspection dept. and the expense wud be much less.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

Topeka, Kan.—The Kansas Public Utilities Commission and the railroads of the state have reached a satisfactory understanding in reference to the joint rate ruling given by the commission in November, and an amendment to the rule, scheduling new rates on grain and live stock when a two-line haul is involved, will become effective, Feb. 9, on intrastate traffic. Under the new order the two-line rate will exceed the thru mileage tariff on the commodities affected as follows: wheat 2c per 100 lbs.; wheat products 2½c; corn, rye and oats, 1½c, and their products 2c. The basis of these joint rates will apply by way of the nearest grade crossings where track connections are established and will be the maximum rates charged for the service, in no case exceeding the sum of the local rates. The rules of the originating carrier are to govern in case there is a conflict in the minimum weight rules of the companies and these joint rates are subject to the transit rules and regulations of the defendant railroad companies. It is also held that when an intermediate line performs a switching service, the switching rate of that line will be added to the rates prescribed and will not be considered a part of the two-line haul. The carriers will be given till Mar. 1, to file tariffs on the new rates. The Commission also stated that in its opinion, a differential of 1c per 100 lbs. shud be allowed the carriers making the joint rates, because of the extra expense of handling shipments via 2 lines.

WICHITA LETTER.

W. J. Stevens of the Stevens-Scott Grain Co. has purchased 4 lots in Riverside and will build a brick and stucco residence.

Clark Burdg, who recently became road representative for the J. R. Williamson Grain Co., was taken into the firm Jan. 1 and is now a partner.

I am now connected with the Moffatt Com'n Co., having discontinued my own business under the name of the J. R. Harold Grain Co.—J. R. Harold.

The offices of the Robt. T. Ray Grain Co. have moved from Herington to this city and Robt. T. Ray will make this city his home. Ben. U. Feuquay, formerly with the Anderson Grain Co., is now with the Ray company.

The following directors were recently elected by the Board of Trade Clearing House Ass'n. Geo. Koch, Wm. Anderson, C. L. Wagner, E. F. Beyer and Ed. Kelly. The directors in turn appointed the following officers: Wm. Anderson, pres.; C. L. Wagner, vice-pres.; Ed. Kelly, treas., and E. F. Beyer, sec'y.

W. J. Stevens will succeed W. L. Scott as mgr. of the Stevens-Scott Grain Co., Mr. Scott retiring from active business for a time to take a much needed rest. Two years ago, Mr. Stevens did the same thing, and has spent most of the time in California. He is now rested and ready to take up the work. H. Kaufman, of the Kaufman-Boyle Grain Co., has become interested in the Stevens-Scott company and has assumed the office of pres. A. S. Barr is sec'y.

KENTUCKY.

Covington, Ky.—The Latonia Hay & Grain Co. incorporated; capital stock \$10,000.

Louisville, Ky.—Alfred Brandeis was re-elected director of the Board of Trade at the recent annual meeting.

Falmouth, Ky.—The L. & N. Ry. Co. has bot the property of the Champion Mill & Elvtr. Co. and will dismantle it to provide room for double tracking at this point. C. W. Carnes and J. E. Fossett, former owners of the property, will retire from the grain trade.

LOUISIANA.

Receipts of grain at New Orleans during December included 2,413,000 bus. of wheat, 495,000 of corn and 117,000 bus. of oats; compared with 16,000 bus. of wheat, 876,000 of corn, and 180,000 bus. of oats. Shipments amounted to 1,921,655 bus. of wheat, 146,536 of corn and 22,069 bus. of rye; compared with 33,799 bus. of wheat, 491,072 of corn and 10,773 bus. of rye shipped during December, 1911.—H. S. Herring, sec'y Board of Trade.

New Orleans, La.—At the annual meeting of the Board of Trade held Jan. 9, the usual reports were heard and approved by the members present and 2 parties were placed in the field for election Jan. 13. Sec'y Herring reported the receipts for the year as \$93,371.27 and disbursements as \$89,969.58. The report of the financial com'te showed the finances of the organization to be in good condition, and it was stated that \$12,000 more than the organization's liabilities was in the treasury. The membership of the Board of Trade now is 416, about 50 members having been added during the year, while about 30 were dropped from the rolls through death, removal or resignation. The exchange kept open house thruout the day and served a buffet luncheon to all who came. On the 13th, the following officers were elected: Joseph McCloskey, pres.; Jeff D. Hardin, 1st vice-pres.; Frank A. Daniels, 2nd vice-pres.; W. M. Pitkin, 3rd vice-pres.; directors: W. B. Sirera, C. H. Ellis, H. B. Schreiber, R. F. Clerc, T. F. Cunningham, Charles Dittmann, Pearl Wight, Max Schwabacher, John H. Murphy, Frank A. Godchaux, Charles R. Matthews, Joseph Kohn and M. J. Sanders. Sec'y Herring says: All of the officers and members of the Board served in the same capacity during the year of 1912 with the exception of Messrs. Godchaux, Schwabacher, Matthews and Sirera, who are the new officers elected.

MICHIGAN.

Sandusky, Mich.—The Sandusky Grain Co. has placed a new bean drier in operation.

Laingsburg, Mich.—The Laingsburg Elvtr. Co. has recently installed an electric light plant.

Perry, Mich.—The Perry Mfg. Co. is contemplating the installation of a corn sheller, crusher and hoist.

Detroit, Mich.—The grand jury failed to return indictments against the 12 men recently held on the charge of operating bucket shops.

Hudson, Mich.—Henry C. Hayward, widely known to the grain and wool trade, died Jan. 19, at the age of 92. Mr. Hayward fell upon an icy sidewalk about 10 days ago and received the injuries which resulted in his death.

MARYLAND.

BALTIMORE LETTER.

Wm. F. Parr, formerly in the local grain and insurance business, died Jan. 7, at the age of 56.

The grading of western corn in this market has been phenomenally good, 99% of last week's total receipts corn going "Contract."

Norris & Co. of Chicago have opened a branch office in the Chamber of Commerce Bldg. with Mr. Heyward of New York in charge.

Creditors of Kirwan Bros. Grain Co. have been notified by Willis E. Myers, referee in bankruptcy, that a final dividend of 1.58% will be paid them by Fred C. Colston, trustee, after Feb. 1.

The annual election of the Chamber of Commerce will be held Jan. 27 and the following nominations for the directorate have been made: Thomas C. Craft, Jr., J. J. Forbes Shaw, E. F. Richards, A. F. Sidebotham and M. R. Schermerhorn. John H. Gildea, Jr., is mentioned as a candidate for pres.

MINNESOTA.

Harmony, Minn.—Emery Means of Wykoff is the new agt. at the elvtr. of T. McMichael.

Seaforth, Minn.—W. R. Goudy has succeeded F. J. Hassenstab as mgr. of the Farmers Elvtr. Co.

Hokah, Minn.—P. R. Reilly is now buyer at the recently completed elvtr. of the Farmers Elvtr. Co.

Erskine, Minn.—Fred Millersburg of Kennedy, is now mgr. of the St. Anthony & Dakota Elvtr. Co.

Randolph, Minn.—The new elvtr. of the Commander Elvtr. Co., built to replace the house burned last July, has been completed.

Norcross, Minn.—Farmers Elvtr. Co., incorporated; capital stock \$10,000; incorporators, Fred G. Gillette, Minneapolis, pres.; J. E. Arnold, Herman, sec'y.

Blue Earth, Minn.—The Blue Earth Mill Co. has bot the old Peavey Elvtr. and has moved it to a site near its plant, increasing its storage capacity to 65,000 bus.

Breckenridge, Minn.—W. E. Heathcote, formerly of Wadena, will be mgr. for the Equity Elvtr. & Trading Co., succeeding J. C. Schneider, who died Nov. 21, 1912.

Bement sta., Bibsbee p. o., Minn.—Our elvtr. at this station has been closed and Agt. S. B. O'Leary has returned to his home in Beardsley, Minn.—Cargill Elvtr. Co.

Triumph, Minn.—Our 2 elvtrs. at this station are full of grain to the roof and we cannot get cars to move it. We have done a large amount of business this year.—James Meehan, agt., Western Elvtr. Co.

St. Paul, Minn.—The grain warehouse of Tierney & Co. burned Jan. 10; loss \$16,000; insurance, \$9,000. It is that that matches dropped by several boys who were gathering the scattered grain around the warehouse and cars near it, caused the fire.

St. Paul, Minn.—A bill requiring terminal elvtr. companies to file reports with the state railroad and warehouse commission similar to those filed by local elvtrs., was introduced Jan. 15, by Sen. Sageng and it is that that the present law will be amended to include all elvtrs.

Cannon Falls, Minn.—The Commercial Grain & Malting Co., incorporated; capital stock \$50,000; incorporators, A. R. Mensing, Matthew Holland and C. O. Bye.

French sta., Fergus Falls p. o., Minn.—The elvtr. of the Amenita Elvtr. Co. containing 20,000 bus. of grain, burned at 2 p. m., Jan. 7, and is a total loss. When the building went over it fell across the N. P. tracks and tied up all trains for some time. The day was cold and Agt. Hellum had a good fire in the office, which may account for the blaze.

St. Paul, Minn.—A bill has been introduced by Senator G. H. Sullivan of Stillwater, repealing the so-called "bushel tax" adopted by the legislature in 1909, which prescribed a small tax upon all grain handled in an elvtr. during the year instead of the usual ad valorem tax upon the grain in the elvtrs. May 1. The state tax commission recently asked that this law either be repealed or amended to increase the amount of the tax.

Duluth, Minn.—The annual election of the Board of Trade was held Jan. 21, the following officers being elected: W. J. McCabe, pres.; W. C. Mitchell, vice-pres.; H. A. Starkey, J. F. McCarthy and J. A. Todd, directors; G. G. Barnum, W. S. Moore and Wm. Grettum, board of arbitration; Thos. Gibson, F. E. Lindahl and H. S. Newell, board of appeals; J. F. McCarthy, H. A. Starkey, A. M. Prime, C. F. Haley and John T. Fugh, com'te of inspection.

St. Paul, Minn.—The farmer members of the House of Representatives have formed an organization to thoroly investigate the grain question in all of its phases, including the charge that the terminal markets raise the grade on grain bot. C. M. Bendixon, chairman of the grain and warehouse com'te of the House, was authorized to make a thoro investigation of the terminal elvtrs., grain inspection and the terminal markets and to report to the organization. Mr. Bendixon presented the following resolution, which was unanimously adopted: "Therefore be it resolved, that a special com'te of five members be appointed by the speaker of the House to investigate the organization, management, control and method of doing business of any every corporation or co-partnership and the methods of doing business of every person in any manner engaged in the business of buying or selling or handling grain or livestock products in the state of Minnesota, and into the details in every respect whatsoever referring to the state board of grain inspection and its methods of procedure and doing business. The com'te was appointed Jan. 23.

MINNEAPOLIS LETTER.

The Quinn-Shepherdson Co. has bot the old D. Elvtr of the Banner Grain Co.

The Exchange, Monarch and Republic Elvtrs. have been made "regular" under the rules of the Chamber of Commerce.

A claim of \$8,237 against the membership of S. W. Henderson, of the Royal Grain Co., Winnipeg, has been filed with the Chamber of Commerce by Piper, Johnson & Case, with a request that the membership be sold to meet the claim.

Circular 472 of the Railroad and Warehouse Commission reads as follows: The Commission this day having had under consideration the question of a reduction of fees on grain, resolved to reduce the inspection fees on all grain other than flaxseed in car loads, received and shipped from the terminals of St. Paul, Minneapolis and Duluth, to 15c per car load or part car load, for each kind of grain received and inspected "on arrival" or shipped and inspected "out of store." It was further resolved that the inspection fees on all grain received and shipped from all mills and elvtrs. at outside points where state inspection service is furnished, should remain the same as they now stand, viz., 35c per car load or part car load for all kinds of grain (excluding flaxseed.) It was further resolved that all other inspection and weighing fees established at all points be and remain the same as at present. It was further resolved that this change shall take effect from and after Feb. 1, 1913.

An organization of traveling grain solicitors is being advocated here and a meeting to permanently establish such an organization will be held Jan. 28.

An injunction restraining the County Treasurer from attempting to enforce the collection of the tax assessed on the memberships of the Chamber of Commerce was sought by Attorney Geo. D. Rogers of the exchange, a temporary restraining order having been granted Jan. 6.

The Washburn-Crosby Co. will build a 9-story concrete building probably on the site of the present "B" mill, altho it has not been definitely decided to tear down the old mill, which was built 35 years ago, and put the new building in its place. The new building will cost \$300,000 and will have a frontage of 118 ft. and a depth of 132 ft.

The annual convention of the Farmers Grain Dealers Ass'n of Minnesota will start on the morning of Jan. 28, with a visit of the delegates to the Chamber of Commerce. The afternoon session will be called to order by Pres. L. A. Smith and the usual addresses of welcome and responses, readings of the annual reports, etc., will be heard. In the evening several addresses will be delivered among them "How a Farmers Elevator Should be Managed," by M. Johnson of Rushford and "How Best to Divide the Profits of a Farmers Elevator," by J. S. Danens of Hancock, and A. L. Johnson of Dawson, the subject being open for general discussion. The business session of the ass'n will be held during the morning of the 29th and will include the election of officers. Sec'y John G. McHugh of the Chamber of Commerce will address the convention in the afternoon, on the "Relation of a Grain Exchange to a Farmer Grain Dealer," and John J. Jahncke of Woodstock, will speak on "Side Lines for the Farmers Elevator." "Cleaning and Grading of Grain" will also be discussed. A visit to the state inspection dept. which will include the practical demonstration of the use of the moisture tester by State Inspector F. W. Eva, is the main feature of the morning session on the 30th, the closing session in the afternoon being devoted to general discussion of subjects of interest and an address on "Storing and Hedging, and Shud a Farmer's Elevator, Co. do Either," by S. L. Chapin of Luverne. The ass'n headquarters will be at Hotel West.

MISSOURI.

Unionville, Mo.—A grain warehouse has been completed by E. L. Kent and Chas. Taylor.

Sweet Springs, Mo.—The Henley Grain Co. has bot the elvtr. of the Rea-Patterson Mfg. Co. at this station.

Caruthersville, Mo.—Valley Grain & Elvtr. Co. incorporated; capital stock \$50,000; incorporators H. C. Lewis, H. C. Schult, J. S. Wahl and others.

Jefferson City, Mo.—A uniform B/L bill, providing criminal punishments for the issuance of Bs/L for goods that have not been received or a B/L containing false statements, is being urged by Senator Dunwoody.

Blackburn, Mo.—We are having so much trouble in getting cars, and are compelled to do something to get them. Our local railroad agt. seems to be very careless about ordering cars when we need them badly.—E. L. Frerking.

Diamond, Mo.—We have traded our property to Andrew Briggs of Sedan, N. M., but do not know who will have charge as Mr. Briggs will not come here himself. We are out of the mill and grain business entirely.—S. O. Pennick, of S. O. & G. W. Pennick, props. of Diamond Feed Mill.

St. Joseph, Mo.—At the annual meeting of the Board of Trade the following officers were elected: Wm. Burke, pres.; F. R. Warrick, vice-pres.; J. L. Frederick, S. T. Wildbohn, J. W. Craver, A. J. Brunswig, T. P. Gordon, A. L. Tenquay, R. R. Clark, A. C. Muench and W. L. Harroun, directors.

Under the provisions of the proposed workmen's compensation law, recently drafted by a com'te appointed by former Gov. Hadley, and introduced in the house at a recent session, the pleas of contributory negligence and assumption of risk are abolished. It also provides a schedule of rates of recovery for accident, based on a minimum of \$10 a week for 300 weeks.

Princeton, Mo.—Referee in Bankruptcy W. B. C. Brown has been petitioned by the Farmers Bank and the Bank of Mercer County to require the Vanderslice-Lynds Grain Co., the Root Grain Co., the Russell Grain Co., the Croysdale Grain Co. and the Morrison Grain Co., all of Kansas City and the Picker & Beardsley Commission Co. of St. Louis, to pay back to J. C. Lomax, receiver for the defunct Farmers Elevator & Supply Co., \$10,000 which the banks allege they have received as preferred creditors of the bankrupt concern.

Jefferson City, Mo.—Missouri elevator men are again threatened with state interference in the matter of weighing grain. Commissioner John A. Knott will strive to induce the Legislature to enlarge the scope of the State Railroad Commission so that it can weigh grain in the terminal markets. Inasmuch as St. Louis and Kansas City, the two principal grain centers of the state, have splendid weighing departments, which give dependable weights by disinterested weighmen to everyone at a small cost, it seems rank folly for those really interested to think of permitting any political interference in the weighing of grain in the state.

Jefferson City, Mo.—The grain inspection and weighing law shud be amended so as to give the Commission authority over all elvtrs. conducting business, the nature and purpose of which is to fix the grades of grain and determine the weight thereof, charging and collecting fees for inspecting and weighing the same, regardless of their capacity. There is no reason why those who store grain in or remove it from an elvtr. or warehouse having a capacity of 50,000 bus., shud have the protection of state inspection and weights that will not apply with equal force and fairness to those who use the smaller temporary depository.—John A. Knott, warehouse commissioner.

St. Joseph, Mo.—At the annual meeting of the Commerce Club, Jan. 6, the question of the establishment of a terminal elvtr. at this point was seriously discussed by the many grain, milling and railroad men present. C. R. Berry, assistant to the vice-pres. of the C. Gt. W., declared that a terminal elvtr. is one of the most needed things in St. Joseph. He told of what had been done in the past in trying to establish such an elvtr. here, and said the Gt. W. wud be more than willing to do its share, financially and otherwise, to obtain the elvtr. F. R. Warrick, newly elected vice-pres. discussed the aims of the Board of Trade and dwelt upon the necessity of a terminal elvtr. He said it wud be the aim of the new administration to begin work on the enterprise at once, and that he hoped to have the co-operation of all members of the Board of Trade, the Commerce Club and the railroad companies. He predicted that a grain terminal elvtr. will be in operation in St. Joseph within the year.

KANSAS CITY LETTER.

B. H. Booher, formerly bookkeeper for J. R. Harold & Co., has been appointed stenographer to the chief of the government engineering dept. at Washington, D. C.

Elmer E. Boyle, formerly of Kaufmann-Boyle Grain Co., was married Dec. 31, to Miss Oradell Burt, of San Antonio, Tex. Mr. Boyle is at present connected with the J. W. Craig Grain Co.

An interesting program including an address by H. M. Starr, the ass'n scale inspector, on "The Installation and Care of Scales," is promised by Sec'y Smiley at the annual meeting of the Kansas Grain Dealers Ass'n to be held in this city Feb. 11 to 13.

The Norris Grain Co. has leased the Washburn Elvtr. formerly operated by the Missouri Grain Co.

Sec'y Bigelow of the Board of Trade has applied to the postmaster to have Station 15, in the exchange bldg. declared a regular station for receiving parcel post matter, as it is thot that samples of grain can be sent in this way for less money and with more speed than at present.

W. B. Stowers of Fort Worth, Tex., recently secured a temporary injunction restraining the Kemper Mill & Elvtr. Co. from arbitrating or agreeing to arbitrate in the suit brot by him against them and the W. E. Henson Grain Co., to recover \$8,000 for alleged breach of contract in the delivery of 145,000 bus. of December corn bot by Stowers, who claims that he began to buy as early as August. At a later hearing the suit was dismissed and both parties agreed to arbitrate. In securing the injunction, Stowers contended that the arbitration board was illegal and that the rule of the exchange to arbitrate future differences was void.

The plans for the enlargement of the elvtr. of the C. R. I. & P. Ry. Co., known as the Terminal Elvtr. and now leased by the J. Rosenbaum Grain Co., have been completed. The present capacity of the elvtr. is 600,000 bus. and the addition will be a 1,000,000 bu. reinforced concrete house, the old building being of steel. The building will have a large handling capacity for receiving from, and loading grain to the railroad cars. The elevating capacity will permit of the handling of 200 cars per day in and out, in addition to the capacity of the present plant and will be worked as a unit with the steel elvtr. The 4 elvtr. legs of 12,000-bu. capacity each, may be used simultaneously for receiving or shipping. The drier capacity will be largely increased and interchangeable belt conveyors will be established between the two buildings so that grain can be transferred from one building to the other and loaded out of either building. The present steam plant, 500 h.p., will be converted into electric transmission and both buildings will be fully equipped with electrical transmission direct connected thruout. The new building will have all the latest and most modern conveniences for operation and economy in working. The entire plant has been turned over to the Macdonald Engineering Co., which is at work on the foundation with a view to having the entire equipment in operation by July 1.

ST. LOUIS LETTER.

The Halliday Elvtr. Co. of Cairo, Ill., has leased an office in the Pierce Bldg.

O. J. Woolbridge and M. E. Toberman had applied for membership in the Merchants Exchange.

Otto L. Teichmann, sec'y and treas. of the Teichmann Com's'n Cq., which was established in 1857 by his father, has been elected pres. of the German-American Bank, and the com's'n company, the oldest com's'n house in this city, will go out of business. Mr. Teichmann was pres. of the Merchants Exchange in 1905.

The Grain Clearing Co., the grain clearing house of the Merchants Exchange, held its annual meeting Jan. 8 and elected the following officers: Nat L. Moffitt, pres.; H. W. Daub, vice-pres.; J. O. Ballard, sec'y-treas.; F. W. Seele and Marshall Hall, directors. The officers reported the largest clearings in the history of the company, attributing this to the heavier movement of grain due to the record crops.

The recently elected com'te of appeals of the Merchants Exchange is composed of the following: Thos. K. Martin, W. E. Smith, Frederick Deibel, Maxwell Kennedy, Erich Picker, R. H. Leonhardt, James A. Connor, Gilbert Sears, Fred. W. Seele, John O. Ballard, Ludwig Hesse and Hugh Ferguson, the com'te of arbitration being B. J. McSorley, Otto J. Schulz, Adolph Cornell, Fred Hattersley, H. E. Papin, Fred A. Sieving, Louis F. Schultz, Thos. B. Gettys, R. J. Pendleton and E. L. Waggoner.—Eugene Smith, sec'y.

Harry E. Theiss was recently admitted to membership in the Merchants Exchange. John J. Dale, F. N. Johnson and A. A. Le-long have resigned from membership.—Eugene Smith, sec'y.

Pres. Messmore of the Merchants Exchange has named the following committees: Special Com'te of Appeals—Henry G. Craft, chairman; Vincent M. Jones, Thomas H. Francis, Robert Valier, E. W. Lansing, Edward F. Catlin and Sam A. Whitehead. Grain—Roger P. Annan, Sr., chairman; John L. Wright, vice chairman; Gilbert Sears, Elbert Hodgkins, J. S. McClellan, Edward C. Andrews, Samuel Plant, Martin Mullally. Barley—Otto L. Teichman, chairman; Fred C. Orthwein, vice chairman; F. W. Feuerbacher, August A. Busch, Edwin A. Lemp.

According to the annual report of the Merchants Exchange the total membership of the exchange is 1,214, compared with a membership of 1,280 at the end of the fiscal year of 1911, a loss of 66 members. The exchange redeeming 40 memberships at \$150 each. The deficit in the weights department was cut down from \$8,697 in 1911 to \$2,206, and chances are excellent for that bureau to become self-supporting in the near future. According to the report the dues for 1913 will be \$50, the same as for the last three years, and the transfer fee for memberships was placed at \$25. Receipts from assessments for 1912 amounted to \$63,650, from dept. of weights \$40,225.28 and from sale of moisture tester and desk \$112,097.80. The expenditure in the dept. of weights was \$42,431.48 and the total expenditure \$110,553.49, leaving a balance of \$1,244.31. In the report of Supervisor John Dower, of the dept. of weights, he says: During the past year the average condition of grain carrying equipment has been unusually bad, and it has been especially noticeable during the present wheat season, as on account of the extreme scarcity of cars there was apparent a disposition on the part of shippers to load anything offered. This condition has been somewhat bettered in St. Louis and other terminal markets by the operation at elevators of grain door and car cooper men working as an auxiliary branch and under the supervision of the railroads. Our Dept. co-operates with them and their work thus far has been successful considering the present condition of equipment, and will, I believe, improve in the future.

MONTANA.

Moore, Mont.—Theo. J. Turhune has resigned as mgr. of the Western Lbr. & Grain Co.

Moore, Mont.—The Montana Elvtr. Co. expects to build 50 new houses during the next season.—R. Kneisel, mgr. Western Lbr. & Grain Co., Hilger.

Mondak, Mont.—I have recently bot the elvtr. of the Valley Merc. & Lbr. Co. and am in business for myself. I was formerly mgr. for them.—A. P. Rounce.

Christina, no p. o., Mont.—It is understood that the Rocky Mountain Elvtr. Co., of Great Falls, will build an elvtr. here.—R. Kneisel, mgr. Western Lbr. & Grain Co., Hilger.

Nihill, Mont.—The elvtr. of the Rocky Mountain Elvtr. Co. at this station is closed and I am now agt. for the Western Grain & Lbr. Co. at Reeder, N. D.—W. H. Galloup, former mgr. at Nihill.

Harlem, Mont.—One elvtr. can handle all the business of this territory as the country is new and only 5 acres are broken to every section of land. It will be 5 years before this part of the state is a grain raising country.—M. W. Wilson, mgr. St. Anthony & Dakota Elvtr. Co.

Hilger, Mont.—We are not taking in grain at present, being closed for repairs. We handled enuf grain to wear our chain this season. Our company expects to build at Grass Range, Forest Grove and Roy, and at the stations, (no p. o.) of Swope, Wineford, and Christina.—R. Kneisel, mgr. Western Lbr. & Grain Co.

Helena, Mont.—A bill to secure for threshermen a lien upon grass and other crops threshed by them for their compensation, and to provide for the filing and foreclosure of such lien, and one to provide for the continuance of a lien on a mortgage on growing crops, and to repeal section 5773, revised codes of 1907, were introduced in the senate Jan. 9.

Burns, Mont.—We will build a 25,000-bu. elvtr. here, having leased a site from the N. P. Ry. Co. The house we have at present is too small for the amount of grain handled at this point this year, and the prospects for next year are fully as good. The Gt. Nor. extension north of us is going to open up a great field for elvtrs. this year, as it operates thru one of the greatest grain sections in eastern Montana. Plenty of opportunities for good investments are open to anyone, and I will be glad to give any information I can to prospective investors in the Yellowstone Valley.—E. J. Lamb of E. J. Lamb & Co.

NEBRASKA.

Chappell, Neb.—The Trans-Mississippi Grain Co., has bot the elvtr. of Soeten Bros.

Steele City, Neb.—The elvtr. of A. H. Phelps, containing a large amount of grain recently burned to the ground.

Creighton, Neb.—My name is B. Blake-man, not R. Blackman, as it appeared in this column, Dec. 25.—Boyd Blakeman, agt., Seth Jones.

Lincoln, Neb.—A. R. Roberts was married Dec. 26 to Miss Anna Johnson of Blair. Mr. Roberts is a well known grain broker of this city.

Omaha, Neb.—The system of office inspection was adopted by the Grain Exchange Jan. 1, and the results to date have been so satisfactory that it will be continued.

Pickrell, Neb.—The Farmers Elvtr. Co. will handle coal, lumber, live stock and implements in connection with its grain business, and will build the needed additional room.

Fairbury, Neb.—A. M. Berry has bot the interests of E. H. Mohrbacher in the Fairbury Mill & Elvtr. Co., Mr. Mohrbacher going to Superior, Neb., to engage in the general merchandise business.

At least one new town and probably more will be built on the new Union Pacific short line between Hastings and Gibbon, Neb., and elvtrs. will be built in each town established. Denton will probably be the name of one of the stations.

NEW ENGLAND.

Washington, R. I.—Andrews & Knight have succeeded Geo. Andrews in the grain business.

Fryeburg, Me.—W. S. Leavitt has re-entered the grain business at this point, after a 2 year retirement.

Dorchester, Mass.—James B. Robinson, a hay and grain dealer of this city for the past 25 years, dropped dead, Jan. 11, in the corridor of the court house.

Auburn, Me.—Michael A. Casey and Geo. N. Eveleth have bot the grain business of J. L. Frost & Co. and will operate under the name of the Casey & Eveleth Co.

Boston, Mass.—Plans for the 500,000-bu elvtr. to be erected directly back of the commonwealth Pier No. 5, are being pushed by the engineers of the Port Directors.

Corinna, Me.—We have completed our 12,000-bu. elvtr. and have also storage for 300 tons of feed. We have succeeded the Corinna Mfg. Co. which bot out the Ireland Bros. Co.—E. P. Ireland, mgr. Corinna Grain Co.

Nashua, N. H.—O. B. Tilton has filed a protest with Mayor Barry against the installation of a 10,000-gal. gasoline tank at a garage near his grain warehouse and store. Mr. Tilton holds that the putting in of such a tank will render his insurance void in case of fire.

Boston, Mass.—The following officers were elected at the recent annual meeting of the Chamber of Commerce: James J. Storrow, pres.; J. Randolph Coolidge, 1st vice-pres.; Henry S. Dennison, 2d vice-pres.; D. O. Ives, mgr. transportation dept.; Dan D. Morse, treas. and James A. McKibben, sec'y.—Robt. S. Coffin, asst. sec'y.

NEW JERSEY.

Camden, N. J.—The Imperial Elvtr. Co. incorporated; capital stock \$5,000; incorporators F. R. Hansell and others.

Trenton, N. J.—Among the seven bills recently introduced by Senator J. Warren Davis, majority leader, is one that makes it a misdemeanor for any corporation, person or firm to discriminate between different sections, communities or cities of the state by selling any commodity or article of merchandise in one community at a price lower than that at which the same commodity is sold in another section, after due allowance for additional cost in transportation, when the intent is to secure a monopoly or drive a competitor out of business. The bills emanated from Governor Wilson, president elect.

NEW YORK.

Buffalo, N. Y.—Arguments in the Patterson grain case were recently heard.

New York, N. Y.—B. E. Saveland, Wm. J. Brainard and Wm. P. Ketcham have formed a grain commission company and will operate as B. E. Saveland & Co.

Buffalo, N. Y.—An overheated drying kiln recently caused a blaze in the malt house of Kreiner & Lehr that did \$18,000 worth of damage, the loss, however, being covered by insurance.

New York, N. Y.—Robert P. Clapp, formerly a member of Patterson, Clapp & Co., died recently at the age of 63. Mr. Clapp has not been actively engaged in the grain business for several years.

New York, N. Y.—Joseph W. Dusenbery, senior member of Dusenbery & Co., and member of the Produce Exchange, died Jan. 3, at his home in Jersey City. His son Frank, junior member of the firm, will continue the business under the old name.

North Tonawanda, N. Y.—The Federal Mfg. Co. of Lockport will begin the construction of the large mill and elvtr. to be erected at this point, in the early spring, having settled matters pertaining to the title of the site which was claimed by the Erie Ry. Co.

New York, N. Y.—The annual banquet of the oats trade of the Produce Exchange was held at the Waldorf, Jan. 11, covers being laid for 100 diners. After an exceptionally fine menu Edward T. Cushing, as toastmaster, sounded the keynote of the evening in a very earnest address in which he called upon the railroads entering New York to allow a little more elasticity in their regulations and so permit of a wider distribution of grain from that point. In the course of his remarks Mr. Cushing said: "In our own particular branch of business the most important thing for us is to secure rebilling from New York to points beyond, on the thru rate from the originating point of shipment to that of final destination, on the same terms that are allowed the western terminals. The result of a movement to that end started some time ago and still on, is that the Penna. and Lehigh Valley railroads have in a modified form made New York a rebilling point. Grain can now be rebilled from the Pennsylvania and Lehigh tracks but not from the elvtr. What we require is rebilling from the elvtrs as well as from the tracks." Other speakers included Ex-Pres. Ed. R. Carhart, James Simpson, Vice-Pres. J. Ward Warner, C. C. Ramey, W. J. Brainerd, Ely Bernays and C. L. Dougherty. Out of town grain men who responded when called upon were L. F. Gates and G. Walter Beavan, of Chicago; H. D. McCord, of Minneapolis, and C. A. Peese, of Hartford.

Buffalo, N. Y.—Bernard J. Burns has filed a petition in bankruptcy, scheduling his liabilities at \$21,847 and his assets at \$200.

New York, N. Y.—A current rumor to the effect that the Jersey Central Ry. Co. had offered \$10,000,000 for the site of the Produce Exchange Bldg., has been causing no little excitement and speculation on 'change. The building is for sale, but it is not believed that the rumor is authentic, at least, in regard to the amount mentioned, as a recent official appraisal of the building placed its value at only \$7,000,000.

Buffalo, N. Y.—Receipts of grain by lake at this port during 1912 included 108,244,000 bus. of wheat, 12,750,400 of corn, 10,580,400 of oats, 1,250,200 of rye and 12,178,000 bus. of barley, making a total of 159,815,000 bus., according to the report of Lake Weighmaster Junius S. Smith, under whose personal supervision 106,997,118 bus. were weighed. The total weight of the grain received, including 14,812,000 bus. of flaxseed received, was 4,514,000 tons. Mr. Smith says the receipts of grain at this port during the last season were brot in 844 vessels, 49 of which still retained their cargoes Jan. 1, with 14,157,650 bus., compared with 7,056,530 bus. afloat Jan. 1, 1912. The average shortage per 1,000 bus. was the equivalent of 6 lbs. of wheat, compared with 17 lbs. in 1911.

NORTH DAKOTA.

Blanchard, N. D.—The elvtr. of the Great Western Elvtr. Co. has been closed for the season.

DeLamere, N. D.—We will install an automatic scale in our elvtr.—A. G. Morran, mgr. Equity Elvtr. & Trading Co.

Leeds, N. D.—C. A. Morey has succeeded E. S. Stone as mgr. for the Powers Elvtr. Co. Improvements will be made in the elvtr.

Kensal, N. D.—Our elvtrs. at this station and at Courtenay are closed and the house at Anamoose has been torn down.—Royal Elvtr. Co.

Hurdsfield, N. D.—J. W. Hiening has succeeded me as mgr. of the Farmers Elvtr. Co. and I am out of the grain business at present.—M. G. Blaha.

Aylmer sta., Guthrie p. o., N. D.—The elvtr. of the Ely, Salyards Co. burned at noon, Jan. 13. It was a new building having been put up last fall.

Elgin, N. D.—We are strongly considering the building of a store house for flour and mill feed and shud we build it will put in feed mill also.—Elgin Equity Exchange.

Kenmare, N. D.—Robert and Wm. Manke are charged with having shot and seriously wounded a watchman, who attempted to stop them as they were carrying away a quantity of stolen grain.

Anselm, N. D.—We have handled about 175,000 bus. this season and have added a flour shed, handling flour in connection with our grain and coal business.—C. Colva, mgr. Farmers Elvtr. Co.

Sydney sta., Edgeley p. o., N. D.—Work on the new elvtr. of the Dakota Grain Co. at this station, is progressing rapidly and the elvtr. will be finished in a few days. L. O. Hickok & Son have the contract.

Fairdale, N. D.—Geo. Sholey, while working on the new elvtr. of the Farmers Elvtr. Co., fell a distance of 38 ft., but fortunately into a bin and was not seriously hurt, being only badly bruised and shaken up.

Reeder, N. D.—W. H. Galloup, formerly mgr. for the Rocky Mountain Elvtr. Co. at Nihil, Mont., is now agt. for the Western Lbr. & Grain Co. at this station.—R. Kneisel, mgr. Western Lbr. & Grain Co., Hilger, Mont.

Regent, N. D.—The report that the Empire Elvtr. Co. is building at this station is not correct. There has been some talk of an elvtr. for them, but it is too late now for this fall. We were the last to build.—A. K. Moehn, mgr. Regent Equity Exchange.

Sydney sta., Edgeley p. o., N. D.—The Guarantee Elvtr. Co. will build an elvtr. at this station in the spring.

Dunseith, N. D.—H. C. Kornder, formerly agt. for the Winter-Truesdell-Ames Co. at Penn., is now agt. for the Imperial Elvtr. Co. at this station.—J. N. Morgan, agt. Winter-Truesdell-Ames Co., Penn.

Underwood, N. D.—Cy. Dahl, mgr. of the elvtr. of McGrey & Kjelstrup, while oiling the gear of the elvtr., caught his hand in the machinery, breaking 2 bones in the wrist and terribly lacerating the flesh.

Walcott, N. D.—The first year in business we made \$24,000 and used every dollar of it to remodel our plant making it as good as a new house. I have handled 110,000 bus. so far this season.—C. J. Johnson, mgr. Equity Elvtr. & Trading Co.

Harmon, N. D.—The report that E. A. Newhauser had succeeded H. D. Burchfield as mgr. for our company, as published in this column Dec. 25, was erroneous as Mr. Burchfield is still mgr. and has never resigned.—W. F. McConnel Elvtr. Co.

Elliott, N. D.—The elvtr. of the Independence Elvtr. Co., containing 2,000 bus. of barley, burned at 7 p. m., Jan. 16, loss covered by insurance. The building was in flames when the fire was discovered and cud not be saved. The elvtr. of the Farmers Elvtr. Co., which adjoins the burned house, caught fire several times but was saved by hard work.

Munich, N. D.—The elvtrs. of the Occident Elvtr. Co. and the Anchor Elvtr. Co., each containing about 10,000 bus. of grain, burned at 10 p. m. Jan. 18. Both houses will be rebuilt. There was some insurance but I do not know how much.—J. Crough. Altho the elvtrs. were 300 ft. apart, both fires started simultaneously, showing the origin to have been incendiary.

Jessie, N. D.—I am now mgr. for the Farmers Merc. & Elvtr. Co. Our elvtr. was finished about 3 months ago and is a 45,000-bu. house equipped with a Sonander Automatic Scale, No. 7 Monitor Dustless Cleaner, 15 h.p. Fairbanks Engine and 2 steel legs in one pit. I was formerly mgr. for the Winter-Truesdell-Ames Co. at Wolverton, Minn.—A. J. Borsheim.

The recent statement of C. B. Mays, pres. of the Harwood Farmers Elvtr. Co., Harwood, to the effect that a permanent ass'n of those interested in terminal elvtr. shud be organized, has called forth the following remarks from Sec'y C. W. Unkenholz, of the Farmers Grain Dealers Ass'n of N. D., who claims that such an organization exists in the Farmers Ass'n. "We are not attempting to exploit the farmers by trying to get them to invest their money in terminal elvtrs. or terminal selling agts. because we believe there is plenty to be learned and many existing evils to be corrected to make the farmers elvtrs. the success they shud be as a business proposition." The next annual meeting of the Ass'n will be held during the first week in March.

Bismarck, N. D.—The North Dakota Board of Railroad Commissioners has issued a bulletin urging country grain dealers to abstain from the alleged violations of the statutory provisions of the rules and regulations governing the purchase of grain from farmers. Failure to use the form ticket issued for the use of the licensed grain buyers in the state, the docking of barley, the fixing of prices to stifle competition, refusing to take any but "no grade" and inferior grain on the plea that the elvtr. is full, etc., are some of the abuses that the commission will attempt to abolish. This bulletin, in its vague allusions, to "sneaking weights," "sandbagging the farmer," "putting sand in the sugar," reads like a political harangue, and is a libel on a respectable class of citizens of the state, the commission admitting "the futility of attempting to establish these accusations." How baseless are these charges by the commission will be seen when it is considered that no grain buyer has been convicted or prosecuted for these alleged offenses.

Langdon, N. D.—Chas. Klamund is charged with smuggling a load of wheat from Manitoba into the U. S., it being alleged that he drove a load of grain over the boundary line without paying the required duty. In lieu of bonds he was taken to Fargo to await trial.

Bismarck, N. D.—A bill has been introduced by Senator Burnett requiring a tax of $\frac{1}{4}$ mill on every bu. of wheat and flax bot and $\frac{1}{8}$ mill on all other grain bot, this tax to be in lieu of all other taxes on the grain. Parties shipping their own grain are exempt from the tax. The tax also applies to grain stored or handled on commission.

OHIO.

Lima, O.—Cars much easier.—Ward Grain Co.

Pavonia, O.—I have succeeded Hout & Boals.—E. J. Hout.

Croton, O.—I have succeeded Shafer Bros.—E. E. Shafer, junior partner.

New Paris, O.—G. W. Richards has taken over the elvtr. of J. E. Richards & Son.

Morrow, O.—Geo. C. Smith of Smith & Conden, is now located in California.—F. N. B.

Sommers Switch, Fremont p. o., O.—I am building a warehouse in addition to my elvtr.—G. E. Sommers.

Oakharrow, O.—Burglars recently blew open the safe in the office of the Oakharbor Grain & Hay Co. and escaped with \$112.

Raymond, O.—The new elvtr. of Sam'l Benton, built to replace the one burned Aug. 14, has been completed and is receiving grain.

Piqua, O.—J. F. Hubbard of the Piqua Malt Co. has been ill for some time, but is again at his desk to the great satisfaction of his friends.

Marietta, O.—We will rebuild our plant burned, but will not make definite plans for a month or so.—D. B. Torpy, pres., The Phoenix Mill Co.

Wilmington, O.—We have bot the Langdon Mills and expect to remodel them in the spring.—R. P. Barrett, mgr. Wilmington Grain & Mlg. Co.

Portsmouth, O.—We are doubling the capacity of our recently acquired mill and will shut down the plant for 30 days.—L. O. Bodman, pres. Independent Hominy Co.

Marion, O.—H. N. Oberlander is scooping at this station. Regular dealers are the Marion National Mill Co., Rufing & Missler and A. C. Baxter.—J. W. McCord.

Lippincott sta., Urbana p. o., O.—I have a partner now and we are operating as Outram & Russell. Business has been good in volume this year but margins have been poor.—J. B. Outram.

Columbus, O.—The Ohio Shippers Ass'n has asked the Public Service Com'n for an amendment to the car service and demurrage rules so that they will harmonize with the national rules.—S.

Jackson Center, O.—I will rebuild my elvtr. and mill, burned Dec. 16, erecting a 65,000-bu. elvtr. and a 60-bbl. mill. Both buildings will be of wood with galvanized iron siding and roof.—K. Threlkeld.

Columbus, O.—A. R. Shannon has been appointed grain inspector for this city, the Chamber of Commerce having adopted the grades of grain recommended and established by the Grain Dealers National Ass'n.

Defiance, O.—The Defiance Mlg. Co. will have the improvements completed within the next 10 days and will have an up-to-date plant. The equipment includes new dumps, five electric motors and other machinery.

Cleveland, O.—Carl Boepple, for 6 years a salesman for Donmeyer-Gardner Co., grain and feed dealers of this city, recently killed himself in a hotel at Elyria, O., while despondent over an alleged shortage in his accounts.

Monroeville, O.—E. W. Armstrong & Co. will succeed the Heymen Mfg. Co. at this station, Pontiac, Hanna, and other points. Mr. Armstrong, for many years mgr. for the old company, will manage the new one. —John G. Heymen, Sandusky, O.

CINCINNATI LETTER.

The offices of Paul Van Leunen & Co. have been moved to Room 501 in the Providence Bank Bldg.—S.

The Inspection Bureau of the Chamber of Commerce has inspected 205 cars of corn and 132 cars of oats during the past two weeks.—S.

Levi C. Goodale, chairman of the com'te in charge of the new home of the Chamber of Commerce, has announced that exercises preliminary to the removal will be held Apr. 29 and 30.—S.

New corn coming to this market is still showing the excellent quality that it did upon its first arrival. A year ago No. 2 white sold at 68c a bu., but it now brings only 54c.—Geo. Munson, chief inspector Chamber of Commerce.

The elvtrs. of the Early & Daniel Co., Gale Bros. Co., Cincinnati Grain Co., Union Grain & Hay Co. and the Big Four Elvtr. were surrounded by water during the recent rise of the Ohio river and were temporarily unable to move shipments. The elvtr. of the Ralph Gray Co. was the only one that escaped the flood.

The following officers were elected Jan. 15, at the annual election of the Chamber of Commerce: Pres., Walter A. Draper; 2nd vice-pres., Robert A. Colter; treas., E. H. Maffey; Sec., E. A. Fitzgerald; directors, Wm. A. Hopple, Henry F. Lackman, T. C. Powell, Sidney E. Pritz, and A. P. Strietmann.—W. C. Culkins, supt.

The newly elected officers of the Chamber of Commerce were inaugurated Jan. 20 at a banquet at the Sinton Hotel, 500 of the city's business men being present. John Barrett, former U. S. minister to Panama, addressed the diners and urged upon them the necessity of action to take advantage of the great trade possibilities which the opening of the Canal will develop.—S.

During the past two weeks the Chamber of Commerce Inspection Bureau inspected only 21 cars of wheat, not because of a scarcity of wheat, but owing to cars being tied up on the outskirts of Cincinnati by the flood. The price of wheat advanced two cents, and the trade is now asking \$1.13 to \$1.15. The buyers are ignoring the low grades in this market. They want the choice milling wheat which will test 59 to 59½ pounds to the bus., and when one can furnish a car of wheat testing 60 pounds to the bu. the buyer will pay a premium of one to two cents.—S.

Owing to the recent flood in the Ohio Valley the railroads were prevented from bringing grain into this market for about 10 days, and are now bringing in many carloads that have been standing on sidings for over a week. Grain dealers are accordingly busy with delayed receipts. During the "high water" prices advanced; but with the yards now full prices are beginning to tumble. The pits of the grain elvtrs. are still submerged and it will require considerable cleaning to put the machinery in trim to operate. The C. H. & D. and the C. L. & N. were the only lines able to operate during the flood and they handled little grain.—S.

TOLEDO LETTER.

F. O. Paddock was chosen pres. of the Produce Exchange at the annual election, held Jan. 6. Other officers elected were C. S. Coup, vice-pres.; John A. Smith, 2d vice-pres.; Wallace Applegate, treas.; A. Gassaway, sec'y; Frank I. King, David Anderson, Fred Mayer, F. R. Moorman, H. W. DeVore, E. L. Southworth, E. L. Camp, W. E. Tompkins, H. D. Raddatz and Frank Annin, directors. The following com'tes have been appointed: wheat and rye, D. Anderson, E. L. Southworth, Fred Mayer, H. W. DeVore, C. S. Coup, F. C. King and G. D. Woodman; corn and rye, J. W. Young, H. W. Applegate, H. D. Raddatz,

W. H. Haskell, W. E. Tompkins, O. H. Paddock, C. W. Mollett and E. H. Culver, chief inspector and weigher.

"P. E. P." spells "Pep." "P. E. P." also stands for "Produce Exchange Progressives"—and "Produce Exchange Progressives" is a synonym for "Pep"—meaning that old ginger stuff that goes out and helps boost a good thing along. This is not the official name to designate the group of younger men of the Exchange who got together for the first time last night—for as a matter of fact no official name has been adopted—but it may serve to indicate the aims and purposes of the organization. Twenty-five of the "pep" boys were on hand at the meeting, at which general plans were formulated for holding monthly meetings, at which matters of interest will be discussed, measures decided on by which the young blood can do its share to boost Toledo as a grain market, and an opportunity given for the members to become better acquainted with each other. Officers were elected.—Fred W. Jaeger, pres.; John A. Smith, vice-pres.; Kenton D. Kellholtz, sec'y; George Rudd, treas. This was more a matter of form, however, as each member is expected to do as much as any other member in furthering the organization's interests. The "P. E. P." Club has the best wishes of the Toledo Produce Exchange and the sentiment today is very bullish about what this group of young fellows can accomplish.—K. D. K.

OKLAHOMA.

Vinta, Okla.—The McAlister Mill & Elvtr. Co. has leased the elvtr. of the Houk Elvtr. Co.

Caddo, Okla.—The plant of the Katy Mill & Elvtr. Co. burned recently with a loss of \$5,000.

Strang sta., Salina p. o., Okla.—The Commercial Club at a recent meeting voted to build an elvtr. and plans will be procured at once.

Alva, Okla.—The elvtr. and office of the Woods County Grain & Broom Corn Co. will be moved to a new site recently purchased on the R. I. siding.

Oklahoma City, Okla.—Fred Kamerdiener, formerly mgr. of the Capitol Elvtr. which recently burned, has opened a brokerage office in the American Natl. Bank Bldg.

Oklahoma City, Okla.—The millers and grain dealers of this city will meet with Commissioner Ballard at an early date and discuss the employer's liability and compensation law.

Loder sta., Capron p. o., Okla.—The 17,000-bu. elvtr. of the Alva Roller Mills, at this station, is nearing completion, and the machinery will be installed within a few days. Chas. Swineheart will be mgr., with Harry Spoor as ass't.

Gage, Okla.—The recently incorporated Farmers Grain & Supply Co. will let contract about Feb. 1 for a 20,000-bu. frame elvtr., equipped with modern machinery, including a gas or an oil engine, automatic or hopper scale and cleaner. Officers are G. R. Jenkins, pres., Frank Harmon, sec'y and C. T. James, mgr.

Blackwell, Okla.—The charge that the Blackwell Mfg. & Elvtr. Co. and the Hunter Mfg. Co. of Wellington, Kan., are violators of the Sherman anti-trust law in the settling of a "flour war" as made in a recent indictment in the Federal court, was sustained in the U. S. District court at Guthrie, and the defendant companies will now have to stand trial on the charges.

Oklahoma City, Okla.—The decision of the superior court, allowing a judgment of \$600 against Major and Mrs. Moberly, G. Chaffee and the Alfalfa Products, to C. R. Whitney, has been carried to the supreme court. Whitney claims that he owned a number of shares of stock in the Standard Mfg. Co. and that the defendants sold all the property of the company, changing the name to the Alfalfa Products Co., for \$15,000. He alleges that he never received his share.

Foraker, Okla.—The I. C. Pierce Grain & Elvtr. Co. has changed hands, the new officers being D. J. Edwards, pres.; H. J. Edwards, treas., and D. C. Edwards, sec'y. The new company will probably re-incorporate and change its name to the Famers Elvtr. Co. We will repair our elvtr. here and also the one at Grainola, installing new machinery, including new engines.—D. C. Edwards, sec'y.

Ponca City, Okla.—The elvtr. of J. M. Shornden, burned Dec. 18, will be rebuilt, and he is now ready to consider plans. The 8,000 bus. of corn burned were insured in full, and Mr. Shornden's actual loss is about \$4,000.—J. S. Hutchins. Mr. Shornden writes: The fire apparently started in the cob house from no apparent cause and the only theory advanced is that some customer must have been careless with matches on his load and they successfully passed thru the sheller and lay dormant in the cups until they slid down and were ignited. Could not have happened from an overheated box, as the machinery had only been running for an hour in the early evening and the fire occurred at 9 p. m.

OREGON.

Hubbard, Ore.—A. D. Beer has bot the warehouse and grain business of E. S. Miller.

Portland, Ore.—At the annual meeting of the Chamber of Commerce, D. A. Pattullo, chairman of the grain standards com'te, made the following report: The most important work of the year, establishing and distributing of grain standards, was done for the crop of 1912 as soon as harvest was far enough advanced to obtain representative samples of the grain crops of Oregon, Washington and Idaho. Samples received showed that, with the exception of damage done in some localities by rain during harvest, the quality of the last wheat crop harvested in the Pacific Northwest was above the average. These standards have been officially adopted by the London Corn Trade Ass'n, the Liverpool Corn Trade Ass'n and the San Francisco Chamber of Commerce, and many cargoes have already been sold against them. As the surplus barley from 1912 was likely to move west instead of east, as it did the previous season, the com'te established standards of feed and brewing barley and quite a number of cargoes of barley have been sold on basis of these standards.

PENNSYLVANIA.

Lebanon, Pa.—Alfred Rudy of Fredricksburg is charged with arson by the management of the Meek Grain Warehouse, which was burned some time ago, entailing a loss of about \$30,000.—C.

PHILADELPHIA LETTER.

The heaviest single day's exportation of grain in the history of this port was sent out on Jan. 14, when four large boats set sail with over 870,063 bus. of grain.—C.

Bernard Samuelson of Wilkes-Barre, trading as the United Flour Mfg. Co., recently went into bankruptcy; liabilities \$40,000; assets \$10,000. Several Philadelphia grain men are creditors.—C.

Philadelphia, Pa.—The annual election of the Commercial Exchange will occur on Jan. 28 and it is expected that Pres. Sans will be re-elected without opposition, practically the only contest being for the vice-presidency. The suggestion that a banquet be substituted for the annual luncheon held on election day has not received sufficient support to warrant the change.

From all the present indications which are visible on the local grain market, this year's business is going to make the record breaking business of last year look like a farce. Up to the present time the exports of grain from this port are almost double that of last year. Grain men are more than busy, and sales have been exceedingly good. Bookings are being made fast, and shipping circles are kept busy supplying boats to take away the grain.—C.

SOUTH DAKOTA.

Herreid, S. D.—The Herreid Mfg. Co. will make extensive improvements in its plant.

Vermillion, S. D.—R. D. McCann has succeeded V. V. Chaussee as mgr. for McCaull-Webster Elvtr. Co., Mr. Chaussee resigning.

Aggergard Spur, Irene p. o., S. D.—I have handled 80,000 bus. of grain since Mar. 15, 1912, the most of it being corn.—Lars Aggergard.

Badger, S. D.—The Farmers Grain Co. incorporated; incorporators, P. R. Crothers, Lewis Norgaard, Chris Nelson, J. H. Quinn and John Weiderkopf.

Elk Point, S. D.—I. will be out of the grain business after Mar. 1, as I intend to be a grain raiser instead of a dealer.—C. E. Fitz Simmons, agt. Fields & Slaughter Co.

Fullerville sta., R. F. D., Mission Hill, S. D.—We have completed our 17,000-bu. elvtr. and are ready to handle all kinds of grain.—C. R. Kerr, sec'y Fullerville Grain Co.

Sioux Falls, S. D.—The German Grain Co., the organization of which was reported in these columns Sept. 25, has been granted its charter, the capital stock being placed at \$50,000. The officers of the company are W. J. Buttscheau, pres.; W. H. Holliday, vice-pres., and A. Rothschild, sec'y.

SOUTHEAST.

Gadsden, Ala.—We are now in our new 50x150 ft. building on the L. & N. and N. C. & St. L. roads.—J. M. Smith & Co.

Birmingham, Ala.—The Miller Grain & Commission Co. incorporated; capital stock \$25,000; W. L. Miller, pres., and L. J. Smith, sec'y.

Atlanta, Ga.—The following officers were elected at the annual meeting of the Atlanta Grain Dealers Ass'n, Jan. 8; Jos. Gregg, Sr., pres.; J. J. Russell, 1st vice-pres.; Almon Morgan, 2d vice-pres.; Tully J. Brooke, E. A. Holbrook, G. C. Rogers and J. LeRoy Duncan, directors.

Birmingham, Ala.—The Birmingham Grain Exchange, which is under the supervision of the Chamber of Commerce, held its annual election Jan. 10 and unanimously elected the following officers: W. H. Makin, pres.; Wade Wood, vice-pres., and Frank Turpin, sec'y-treas.; directors, E. Wilkinson, Ernest Redd and W. M. Cosby.

Atlanta, Ga.—A milling in transit rate for all stuffs shipped to junction points in the state has been granted by the Georgia Railroad Commission. Grain men have been fighting for the measure for the last 2 years and finally carried the matter to the supreme court. The decision places the Atlanta firms on an even footing in competition with other cities.

Tampa, Fla.—The 8,000-bu. elvtr. of the Miller-Jackson Grain Co., which was erected in connection with a warehouse for receiving grain in car lots and sacking same for the local markets, is completed. The equipment includes a 48,000-lb. Howe Hopper Scale, 10-h. p. electric motor, 5-bu. Richardson Automatic Bagging Scale mounted on truck, No. 4 Invinible Double Receiving Separator, one stand 12x6 elvtrs. and a 9-in. screw conveyor, conveying grain from car sink between two tracks to the elvtr. L. J. McMillin drew the plans.

TENNESSEE.

Nashville, Tenn.—Arguments in the now famous "reshipping" case will be heard before the supreme court at Washington, D. C., Feb. 24, Attorneys Lee Douglas and K. T. McConnico representing the exchange.

Memphis, Tenn.—Receipts of grain at this point during 1912 included 11,000 bus. of wheat, 523,200 bus. of corn and 550,000 bus. of oats; compared with 9,000 bus. of wheat, 499,200 bus. of corn and 372,000 bus. of oats received during 1911.—N. S. Graves, sec'y Merchants Exchange.

Memphis, Tenn.—Maj. J. Bright Horton has bot the elvtr. and warehouses of the Tennessee Grain Co. on the Frisco R. R. and has sold to that company his two warehouses on the I. C. R. R.

Memphis, Tenn.—The members of the Merchants Exchange put 2 parties into the field for the annual election held Jan. 16, and the following officers were elected: From the "Bulls," H. J. Parrish, pres.; J. B. Horton, vice-pres.; E. R. Barrow, Ben Dee Brode, L. R. Donelson, Jr., and W. A. Turner, directors; from the "Bears," A. K. Burrow, R. B. Buchanan, M. G. Buckingham and Emmett Goss, directors.

TEXAS.

Bay City, Tex.—The Bay City Grain Co. has just completed a new 30x40-ft. warehouse.

Fort Worth, Tex.—The Empire Grain Co. has amended its charter and changed its name to the Stowers Grain Co.

Temple, Tex.—C. J. Slubicki, former mgr. of the Childress Grain & Elvtr. Co., is now mgr. for the recently organized Temple Grain Co.

Mercedes, Tex.—A. G. Crawford, who recently bot an interest in the Valley Grain & Seed Co., has assumed active management of the business.

Terrell, Tex.—I have bot the elvtr. of the Terrell Grain & Merc. Co. and will continue to run the same under the name of the G. W. Mathews Grain & Elvtr. Co.—G. W. Mathews.

Fort Worth, Tex.—The Walker Grain Co. has been made defendant in a suit brot by the Denison Mill & Elvtr. Co., for damages amounting to \$1,600 for alleged failure to deliver 20,000 bus. of corn.

Palestine, Tex.—We have not dissolved, as reported recently, but have merely gone out of a corporation. We are still in business as a private concern.—J. H. Pearlstone, sec'y Palestine Grain Co.

Fort Worth, Tex.—The host of friends who have been greatly worried over the condition of Sec'y G. J. Gibbs, will be delighted to learn that he is again able to be at his desk in the offices of the Texas Grain Dealers' Ass'n and is taking up the work with his usual vim and energy.

Fort Worth, Tex.—The R. I. Ry. Co. will operate a Kafir Corn Special over its lines thru this state, stopping at 30 stations from Dallas north to Terrell and west to Amarillo. Two lectures of from 15 to 20 min. duration will be delivered at each station and the trip is expected to take 6 days time, starting Feb. 4 and ending Feb. 10.

UTAH.

Bancroft, Utah.—The Inter-Mountain Mfg. Co. will build a 60,000-bu. elvtr.

WASHINGTON.

Colfax, Wash.—Seymour Manning, a grain buyer at this point, has been unanimously endorsed by the Whitman County Farmers' Union for the position of state grain inspector.

The state board of control has fixed the price of the penitentiary-made grain bags at 8c each, the board reserving the right to change the price, which will probably be kept a fraction under the market quotations.

Seattle, Wash.—Grain members of the Merchants Exchange appointed a com'te Jan. 17 to take up the rules governing the trade with a view of revising them, as the sentiment of a majority of the members is that Seattle's future insures its greatness as a grain center, and it is the desire to have such rules govern the trade, especially track trading, as will attract grain to this city. The com'te's ideas on rules will be submitted to the grain membership of the exchange. There has been a marked increase in the grain trade at this point since the rules were made several years ago. Members of the com'te are A. E. Sutton, W. W. Harder and J. A. Pease.

Albion, Wash.—The Whitman County Farmers' Union has decided to make war on what it says is a combination of North-western millers and the bag trust, and at a convention of prominent members of the organization, representing practically every local union in the district, held here Jan. 4, a movement looking to the diverting of the wheat grown in the Inland Empire from the Coast market to the millers of the Southern States was inaugurated.

Pullman, Wash.—At the recent "wheat and smut convention" of the Washington Grain Growers, Shippers & Millers Ass'n the following officers were elected: Pres., J. M. Reid, Pullman; vice-pres., H. H. McLean, Walla Walla; sec'y, Prof. George A. Olson, Pullman; treas., H. S. McClure, Garfield. The next convention will be in Pullman, January, 1914. The executive com'te is composed of R. C. McCroskey, Garfield; H. J. Herman, Genesee, Idaho; R. T. Lord, Spokane; W. B. Shaffer, Waitsburg, and D. A. Scott, Ritzville, Wash. The last day was devoted to the discussion of grain inspection and the proposal of the farmers to handle grain in bulk. R. T. Lord of Spokane spoke on the subject from a grain dealer's standpoint. C. J. Holst, state grain inspector, who failed to reach Pullman on account of the snow blockade, was represented by C. L. Stivers, his chief deputy, who told of the state grain inspection service and what it has accomplished. R. C. McCroskey of Garfield spoke on the subject from the standpoint of the farmer, his subject being "Inspection—for the Farmer's Benefit." Pres. E. A. Bryan of Washington State College urged that there be some regular and established basis on which the inspection should be done. F. P. Lint of Lewiston discussed the handling of grain in bulk from the standpoint of the shipper, and tried to show both the advantages and disadvantages of the grain-bag system. Mr. Lint has had many years' experience in handling bulk grain in the Middle West and urged caution in making the change, advocating that it be made gradually. S. C. Armstrong of Spokane, ex-state grain inspector and for 20 years traveling mgr. for the Pacific Coast Elvtr. Co., spoke on the subject of bulk grain from the standpoint of grading, shipping and terminal inspection and favored the change to a bulk system.

WISCONSIN.

Lena, Wis.—We will install a clipper seed cleaner and an 18-h. p. gasoline engine.—J. N. Bassett.

Maplewood, Sawyer p. o., Wis.—The Perry Grain Co. has succeeded Froemming & Perry and I am mgr.—H. C. Perry.

MILWAUKEE LETTER.

Closen B. Phillips, member of the Chamber of Commerce, died Jan. 15.

L. G. Hemrick and Herman Fuldner have been admitted to membership in the Chamber of Commerce.

The capacity of the elvtr. of the Kurth Co., described in the Journal Dec. 25, page 958, is not 225,000 bus., as reported, but over 500,000 bus.

The C. M. & St. P., the C. & N. W. and the Soo Ry. companies have established a clearing house in the gallery of the Chamber of Commerce.

A fund of \$1,265 has been raised by the Crop Improvement Com'te of the Chamber of Commerce for the carrying on of the work of that body.

"Cross trading" or transactions that are not consummated in the open market, also transactions between members of the same firm or officers or employes of the same corporation, are not considered "bona fide" by the Chamber of Commerce and are prohibited.

Attention is called to the rule prohibiting members of the Chamber of Commerce from offering to buy grain or seed consigned to them for sale, in violation of which rule the offender lays himself liable to a fine of \$250 to \$1,000.—Daily Commercial Bulletin.

CROP IMPROVEMENT.

Miami County, Ind., is planning a Corn and Live Stock Ass'n.

Knox County, Ill., is being canvassed for the purpose of organizing that county for farm experiment work.

The North Dakota Improved Seed Growers Ass'n which was tentatively formed in 1912 was permanently organized recently.

A corn show, poultry show, farmers institute, and short course in agriculture will be held in Owatonna, Minn., Jan. 30, 31 and Feb. 1.

Henry County, Ill., has organized a Better Farming Ass'n. Officers have been elected and plans have been prepared for the employment of an agricultural expert.

Henry County, Ill., officials refused to appropriate funds for the employment of a county agriculture expert, on the grounds that public funds could not be diverted for such a purpose.

The Soil and Crop Improvement Ass'n of Livingston County, Ill., have engaged Roy C. Bishop of Missouri, as the crop expert for the organization. Mr. Bishop is a graduate of Missouri Agricultural College.

Organization of Scott County, Iowa, for crop improvement is in progress. Township organization will be subsidiary to the Scott County Farm Improvement League. Prof. Bliss is effecting preliminary organization.

Dade County, Missouri, has been organized for the purpose of employing agricultural experts for a County Board of Agriculture. Officers and an executive committee have been named from a growing roster of 500 members.

Until recently the pure seed law of Nebraska has not been enforced, on account of lack of funds, but the State Food Commissioner has promised that there will be enforcement as there are funds derived from the stock food law, which may be diverted for this purpose. Commissioner Hansen will employ a seed analyst.

Arthur Hoese, of Mayer, Carver Co., Minn., won the grand prize for corn production, in Minnesota, having a yield of 135.16 bus. Three first district prizes were distributed among Robert Roth, Lewiston; Myron F. Wallace, Zimmerman; and Gunar Boe, Neilsville, Minn. Twenty-one boys showed a production of over 100 bus. to the acre. All the winners are under 18, and the winner was under 16 years.

Winning corn growers, all boys, visited Washington the week of Jan. 20 and were entertained by Agricultural Department officials. They were received by President Taft and presented diplomas by Sec'y of Agriculture Wilson. These 42 boys grew more than 100 bus. per acre under the rules of the contest. The young men were in charge of Prof. O. H. Benson, assistant in the office of Farm Management.

The National Corn Show, from Jan. 27 to Feb. 8, Columbia, S. C., will be held in several buildings especially built for it. The main building will be of steel construction, and having a floor space of 67,000 feet. The government and twenty-seven states will install comprehensive exhibits of their research work along agricultural lines. Eight hundred boy students of agriculture who are prize winners in corn and hog growing contests will be entertained during the exposition.

The Illinois Central Railway has established experiment farms along the right of way. Eleven have been established on the Illinois Central and 15 on the Central of Georgia, a subsidiary line.

The increasing interest in the Corn Club Movement has prompted the Bureau of Plant Industry to issue a pamphlet outlining the work and the methods to be used in carrying out the plans. The work is by O. H. Benson, Specialist in charge of club work, of the office of Farm Management, and presents plans for contests, illustrates the proper type of seed corn, suggests premiums for the work, and other details of farm management contests, inaugurated for the improvement of crops. Circular No. 104, 16 pp., U. S. Dept. of Agriculture, Washington, D. C.

The demand for a simple study of agriculture in Iowa schools has been met by the suggestion of a study scheme for graded schools, prepared by the Agricultural Extension. A course outlined on crops, farm management, horticulture, stock, etc., to cover one year's work, has been carefully laid out, with the topics arranged in the seasonal order relative to the particular subject. The bulletin containing the study scheme, "Teaching Agriculture in Rural and Graded Schools," is of 48 pages, and contains a carefully detailed scheme of instruction. The course was prepared by E. C. Bishop, Mamie G. Cunningham, R. K. Farrar and M. H. Hoffman, under the direction of the Schools Section, Agricultural Extension Department, University of Iowa.

A practical soil test has been used by officials of the Great Northern Railway in determining the fertility of the soil in the Northwest. Under the direction of James J. Hill, experiments have been made on samples of soil gathered from 387 farms in the Dakotas and Montana and shipped to Minneapolis, Minn. Samples of 200 lbs are divided into six cultures to receive chemical treatment, or otherwise, in determining the fertile value in growing experiments, rather than a chemical soil analysis. The experiments were made on wheat, oats and barley, and given the following treatment. First, the soil received no treatment; second, the treatment contained nitrogen; third, phosphorus; fourth, potash; fifth, all three elements; and a sixth nitrogen and phosphorus. By this experiment it developed that the lacking essential in the soil was phosphorus, and 95% of the samples gave that same result. The yield per acre of wheat, according to the government estimate under present conditions was 15.5 bus. per acre, and under the Hill experiment was 30.66 bus. per acre. In North Dakota, the government's average was 18 bus. and the Hill record 31.47 bus. Under these experiments a record crop of 40 bus. to the acre was obtained.

Imports and Exports of Rice.

Imports of rice, rice meal and broken rice during the eleven months previous to Dec. 1, 1912, totaled 189,820,953 lbs.; against 179,889,840 lbs. for the corresponding time in 1911. Exports of rice for the eleven months prior to Dec. 1 amounted to 5,299,530 lbs.; against 34,728,450 lbs. for the corresponding period of 1911. Re-exports of rice for the eleven months of 1912 were 12,438,778 lbs.; compared with 7,215,921 lbs. for the corresponding period of 1911 as reported by O. P. Austin, Chief of the Bureau of Statistics.

Wm. H. Colvin & Co. 104 S. La Salle Street CHICAGO

A feature which the trade invariably overlooks when values have had either a long advance or a long decline is that the influences that carried trade sentiment to extremes in either direction is certain in time to be over discounted.

Wheat is now cheap, for any commodity that can be of service as food or a public utility is cheap when it is below the cost of production. This does not follow that there may not be a further depression, for no one can measure the bounds of an abnormal sentiment in markets, or politics, or finance, but the careful money making investor waits and watches, and takes advantage of just such opportunities.

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315 So. La Salle St., CHICAGO, ILL.

Supreme Court Decisions

Grain Crop Real or Personal Property.—Growing crops of grain may be either realty or personalty, as a grantor of the land on which they grow may intend.—*Bjornson v. Rostad*. Supreme Court of South Dakota. 137 N. W. 567.

Crop Lien.—The state, on the trial of a tenant for removing a crop before paying the rent and discharging the liens of the landlord, has the burden of proving that the tenant did not give the five days' statutory notice before the removal.—*State v. Harris*. Supreme Court of North Carolina. 76 S. E. 683.

Passing of Title.—If a contract of sale requires anything to be done in the way of inspection, testing, weighing, or the like, before acceptance, title to the property remains in the seller until that has been accomplished.—*N. K. Fairbank Co. vs. Illinois Cent. R. Co.* St. Louis Court of Appeals, Missouri. 149 S. W. 1154.

Foreign Corporations.—One who has authority to contract for sales to be made by a foreign corporation is its agent for the purpose of accepting service of process within Code Civ. Proc. 1902, § 155, authorizing service on specified officers or any agent.—*H. L. & L. F. McSwain v. Adams Grain & Provision Co.* Supreme Court of South Carolina. 76 S. E. 117.

Carrier's Liability for Delay.—Where a railroad company, by oral agreement of its agent, promises to furnish cars at a certain time, and on account of its failure so to do the freight fails to connect with a train on a connecting carrier, and the freight is damaged by the delay, the company is liable for actual damages caused by the delay.—*Midland Valley R. Co. v. George*. Supreme Court of Oklahoma. 127 Pac. 871.

Contract of Sale.—Where an executory contract is made for the delivery of personal property at a future date, failure to deliver on the date named is a breach of the contract, and no tender or offer of performance is necessary on the part of the purchaser as a condition precedent to the institution of a suit for the breach.—*McNamara v. Georgia Cotton Co.* 10 Ga. App. 669 (2), 73 S. E. 1092.—*Luke v. Batts*. Court of Appeals of Georgia. 76 S. E. 165.

Prior Determination by Interstate Commerce Commission.—Interstate Commerce Act, Feb. 4, 1887, c. 104, § 9, 24 Stat. 382 (U. S. Comp. St. 1901, p. 3159), provides that any person or persons claiming to be damaged by any common carrier subject to the provisions of the act may either make complaint to the Commission or bring suit to recover damages for which the carrier may be liable in any federal court of competent jurisdiction, but shall not have the right to pursue both remedies. Held, that, where a shipper claimed a right to recover aggregate excess freights alleged to have been paid on various interstate shipments, alleging that the rate charged consisted of the sum of local rates thru a point of concentration, and that the rule that a shipper should only be entitled to the benefit of a lower thru rate when the original bill did not state the ultimate destination, was unreasonable, a complaint charging that such condition had been previously submitted to the Interstate Commerce Commission in another proceeding by different shippers against the defendant carrier, and had been found unreasonable and invalid, was insufficient to relieve plaintiff from the duty of submitting its claim to the Commission before beginning suit in a federal court thereon.—*National Pole Co. v. Chicago & N. W. Ry. Co.* U. S. District Court, Eastern District of Wisconsin. 200 Fed. 185.

Notice to Carrier of Damage.—Provisions in a B/L requiring a written notice of "intention to claim" damage or written notice "of loss or damage" are not limitations upon or exemptions from liability, but only conditions precedent to recovery, and such notice is not necessary where the carrier has examined and knows the condition of the goods after their arrival at their destination.—*Cumbe v. St. Louis, I. M. & S. Ry. Co.* Supreme Court of Arkansas. 151 S. W. 237.

Guarding Set Screws.—Burns' Ann. St. 1908, § 8029, providing that all shafting and set screws maintained and used in manufacturing establishments shall be properly guarded, requires employers to guard the parts of machinery enumerated if in the vicinity in which laborers are required to work if the same can be done without rendering the machinery useless for the purposes intended, though an employer need not guard against every possible danger or guard every piece of machinery regardless of its location, though enumerated in the statute.—*H. A. McCowen & Co. v. Gorman*. Appellate Court of Indiana. 100 N. E. 81.

Right to Crop.—At the common law, where land is leased for a certain number of years, and the period of its termination is fixed and certain, and the lease is silent as to who is entitled to the waygoing crop on the land at the expiration of the term, the general rule is that the outgoing tenant is not entitled to such crop; but where the covenants of the lease require the tenant to plant and cultivate in the last year of his term, a lien being reserved on the crops to secure the rent, held, that the fair import and proper construction of the lease is to give the outgoing tenant the waygoing crop.—*Moore v. Coughlin*. Supreme Court of Oklahoma. 128 Pac. 257.

Liability of Exchange Member to Third Person.—The constitution of a stock and exchange board, providing for suspension of a member on which his seat should revert to the board and be appropriated to satisfy his creditors in the board, and made the president of the board ex officio a trustee for such person and for his creditors. After the reverter and sale of a member's seat, writs of attachment and of execution in an action against a creditor of the ex-member were levied upon all moneys belonging to defendant therein "in possession or under control" of such board, but notice was served upon the president of the board. Held, that the money was under the control of the board, and that the notice was sufficient to fix the execution creditor's lien upon the fund.—*Ruggles v. Helfrich*. Supreme Court of California. 123 Pac. 369.

Margin Certificates in Bankruptcy.—Defendant bank, a board of trade depository, issued margin certificates to customers to be used as margins in board of trade transactions, and, having certificates aggregating \$4,250, issued to E. H. Prince, a bankrupt, at the time of his failure, arranged with the Anderson Company to take over the bankrupt's outstanding trades, which resulted in the return to defendant of the certificates, the value of which it applied to the bankrupt's pre-existing indebtedness, with knowledge of his insolvency. Held, that the delivery of the certificates to the bank constituted a transfer, in violation of the Bankruptcy Act, for which the bankrupt's trustee was entitled to recover, and that the bank was not entitled to credit the value of the certificates against the bankrupt's indebtedness, nor to a set-off under Bankr. Act July 1, 1898, c. 541, § 68a, 30 Stat. 565 (U. S. Comp. St. 1901, p. 3450), providing for a set-off of mutual debts or mutual credits; the transaction being within clause "b," subd. 2, providing that a set-off shall not be allowed, where it was purchased by or transferred to the creditor after the filing of the petition, or within four months before such filing, with the view to such use, or with the knowledge that the debtor was insolvent or had committed an act of bankruptcy.—*Continental & Com. Trust & S. Bank v. Chi. Title & T. Co.* U. S. Circuit Court of Appeals. 199 Fed. 704.

Penalty for Delay in Settling Claim of Shipper.—Neither due process of law nor the equal protection of the laws is denied to a carrier by the imposition under Miss. Laws 1908, chap. 196, of a penalty of \$25 for the failure to settle a claim for damages to an intrastate shipment between two points on the carrier's line within sixty days from the giving of notice of the claim, where, upon the trial, the actual damages were assessed at the sum stated in the notice.—*Yazoo & Mississippi Valley R. R. Co. v. Jackson Vinegar Co.* Supreme Court of the United States. 33 Sup. Ct. Rep. 40.

Liability for Explosion of Dust.—Where a grinding mill and elevator used for the manufacture of mixed feed was allowed to become unsafe because filled with dust which would explode on the application of a spark or flame, and the owner could in the exercise of reasonable care have prevented the premises from becoming thus unsafe, and an explosion occurred causing a fire which was communicated to the property of an individual, the owner was guilty of actionable negligence, though the spark which fired the dust was produced by an intruder.—*Quaker Oats Co. v. Grice*. U. S. Circuit Court of Appeals. 195 Fed. 441.

Failure to Give Notice of Arrival of Freight.—Where perishable freight would remain in good condition for 8 or 10 days in warm and longer in cool weather, and notice of arrival of the freight at an intermediate point, as required by the B/L, was not given until 10 days after shipment, and the freight did not reach its destination until 13 days after shipment, and the consignee was not notified of the arrival until the following day, and the freight was damaged when tendered to the consignee, and there was evidence that the freight was not damaged until after its arrival at the intermediate point, the negligent failure of the carrier to exercise reasonable care in giving notice of the arrival of the freight at the intermediate point was the proximate cause of the injury to the freight.—*Über v. Chicago, M. & St. P. Ry. Co.* Supreme Court of Wisconsin. 138 N. W. 57.

Combination in Restraint of Trade.—Plaintiff G. and his associates, who were large dealers in blue grass seed, conceived a plan of controlling the sale of such seed and of fixing the price, in pursuance of which they formed a secret contract between themselves only to buy and sell such seed. The contract prohibited the associates from selling the rough seed, except to a member of the ass'n, unless by special permit. It also provided that no sales should be made in the name of the ass'n, but that the members should make sales in their individual names, assuming individually the risk of loss, the associates to share equally the profits and losses resulting from the business, each accounting for the business done to the ass'n; and that before any seed was shipped it was to be formally turned over to the company, and, in the event any seed was carried over at the end of the year, the amount should be equalized among the members of the company. The contract also provided for weekly statements showing the business done by the company, and, if any member contracted to clean seed for an outside party, it should be divided equally, unless by other agreement, and that all old stock held by members of the company should be turned in to it, the sale of old stock to bear a specified proportion to the new stock handled by the company. The contract also fixed a price to be paid for cleaning seed, and for seed in the rough, and contemplated that the organization should be kept secret from the trade, as well as from the growers. Held, that such contract was a combination in restraint of trade, and its existence constituted a defense to a suit by the company against a seller of seed to one of its agents for the company's benefit for breach of his executory contract of sale, which was one of the steps in carrying out the objects of plaintiffs' illegal combination.—*Brent v. Gay*. Court of Appeals of Kentucky. 149 S. W. 915.

Shipper's Grade Governs When so Stated in Contract.

C. W. Hoyt & Co., of Topeka, Kan., plaintiff, v. Ragan Bros., of Nortonville, Kan., defendants, before the Arbitration Com'te of the Kansas Grain Dealers Ass'n. Plaintiff purchased from defendant a car of corn on affidavit weights and grades, which was billed according to instructions to Topeka, Kansas, and subsequently diverted to Kansas City. The car on arrival at Kansas City graded No. 3 and afterwards on reinspection graded Sample Corn, Hot. The plaintiff makes claim for damage account of misgrading at Kansas City.

Your com'te holds that as the corn was sold on affidavit weights and grades, track Nortonville, and that there is no contention to disapprove grade at time of loading, that plaintiff has no claim for damage and that the case is dismissed.

The costs of this case are assessed against the plaintiff, the amount being \$17.43.

W. S. Washer }
F. A. Derby } Com'te.
O. D. Marshall }

PROMPT SHIPMENT IMPLIED If Time Is Not Stated.

D. W. Finney, Neosho Falls, Kan., plaintiff, v. Texas Grain & Elevator Co., Fort Worth, Tex., defendant, before the Arbitration Com'te of the Texas Grain Dealers Ass'n.

Defendant wrote plaintiff on Oct. 24, 1911, a letter containing the following clause: "We are in the market for a car or two of nice No. 2 soft red wheat, for which we offer you 98 cents per bushel f. o. b. there. If you can furnish us any at this price, please wire us immediately upon receipt of this letter." The plaintiff telegraphed in reply to this letter on Oct. 26 as follows: "We accept your bid of 98c net our track, one car load No. 2 red winter wheat, M. K. & T." On same date defendant wired in answer to above message as follows: "Market has declined 97 there the best that could be done, one car load choice No. 2 red winter wheat. Answer by telegraph immediately." The plaintiff wired on Oct. 27, in reply to above as follows: "We accept your bid of 97 net our track, one car load No. 2 red winter wheat."

The defendant confirmed the purchase by mail Oct. 29, for shipment at once, and ordered the wheat shipped to Denison, Tex. On Nov. 2, 1911, the defendant wrote plaintiff, advising that the wheat had been bought for immediate shipment, which would make the contract time expire including Oct. 31, and that the trade should be cancelled if the wheat had not been so shipped. The plaintiff shipped the car of wheat Nov. 2, 1911, in car M. K. T. No. 3322, invoicing same to contain 858 bushels, making draft on defendant with B/L attached for \$880. This draft defendant allowed to go to protest, claiming that the wheat had not been shipped within contract time. The parties being unable to agree, plaintiff made other disposition of the wheat, and rendered bill for the loss which defendant declined to pay. The adjustment of the difference was then submitted to this committee, on a claim for \$57.78.

The only point for our decision is, whether or not the contract of purchase and sale was for immediate shipment as contended by defendant. All the letters and telegrams sent by the defendant to plaintiff, and which lead to the deal, did not specify any time of shipment. It is well understood among grain dealers, that, where no time of shipment is stated, prompt shipment shall be implied. The defendant relies on his confirmation which read "Shipment at once;" but we are of opinion that if defendant wanted immediate shipment, it was his duty to so specify in his telegraphic offer. We will therefore hold that the plaintiff complied with the contract when he shipped the car on Nov. 2, 1911, and that it was the duty of the defendant to have accepted the wheat so shipped. The defendant has offered no testimony to show that plaintiff did not realize the value of the wheat on its re-sale, and we will find for the plaintiff in the amount of his claim, as follows: 858 bu. wheat, loss 6c per bu., \$51.48; expense of protest of draft, \$4.50; three telegrams, \$1.80; total, \$57.78.

It is therefore ordered that the Texas Grain & Elevator Co. promptly pay to D. W. Finney, at Neosho Falls, the sum of \$57.78, and that the costs of this arbitration be assessed to the said Texas Grain & Elevator Co. The Sec'y is directed to return the deposit fee of the plaintiff.

A. B. Crouch }
A. P. Hughston } Com'te.
E. N. Noble }

Books Received

WINTER BARLEY, by H. B. Derr, agronomist, has been issued in the form of a pamphlet of 20 pp. by the U. S. Department of Agriculture. The yield from winter planting is much larger than spring grown grain. Farmers Bulletin No. 518, U. S. Dept. of Agriculture, Washington, D. C.

"SMUTS OF NEBRASKA CEREALS" is a bulletin prepared to furnish information regarding the life history, methods of control, and prevention of the common smuts of Nebraska cereals. The losses due to these smuts are very great and it is hoped that this will do much to start a general campaign against these diseases. The time and place of infection by each of these smuts is clearly indicated, since this forms the basis for successful treatment. The distinction between the covered and loose smuts of wheat and barley is explained, and the radically different methods of treatment are described in detail. The bulletin is issued by the University of Nebraska, Agricultural Experiment Station, as bulletin 131, distributed Aug. 31, and is prepared by E. Mead Wilcox, Ph. D., specialist in agricultural botany, Lincoln, Neb.

PROCESSES OF FLOUR MANUFACTURE, a volume describing the best English practice, contains information of great value to millers in other countries and to grain shippers, giving chapters on "The Wheat Berry", "The World's Wheat and Wheat Lands", "Parcels for Wheat Mixtures", "Grain Intake and Stock Handling", "Cleaning of Wheat", "Wheat Storage", "Screening, Grading and Dressing Mediums", "Dry Cleaning of Wheat", "Wheat Washing and Whizzing", "Wheat Drying and Conditioning", "Handling of Screenings", "Wheat Blends and Mixtures", and twenty chapters of direct interest to millers, detailing all the technicalities of manufacture and the machines and methods now in vogue, by Percy A. Amos, lecturer on milling at the Manchester School of Technology, Honors Silver Medallist of the National Ass'n of British and Irish Millers, and Honors Silver Medallist of the City and Guilds of London Institute. Cloth, 280 pages, illustrated with 112 engravings and indexed. Longmans, Green & Co., London and New York. Price, \$1.50.

THE LAW OF COMMERCIAL EXCHANGES is the first book of its kind which treats comprehensively the subject of the exchange as a distinct institution of modern commerce and industry. While designed primarily for the use of lawyers its use by members of exchanges has been kept constantly in mind by the author so that the busy man can grasp the fundamental legal principles involved in the general conflict of decisions. Its comprehensive character is shown by the chapters devoted to "Origin of Exchanges", "Legal Status of Exchanges", "Membership in Exchanges and Its Incidents", "Administrative Power of Exchanges over Members", "Review of Court Decisions on Exchanges and Other Ass'n's", "Liability of Exchanges, Their Officers and Com'tes to Members, Non-Members and the State", "Market Quotations of an Exchange", and "Clearing Houses of Modern Commercial Exchanges". No exchange member should fail to read this well written book. It is invaluable to officers of the exchanges and com'te members and should be found in the library of every Exchange secretary. By Chester Arthur Legg, graduate of Harvard Law School, formerly assistant United States Attorney, and now counsel of the executive com'te of the Chicago Board of Trade. Flexible leather, 415 pages, 5x7 1/2 inches. Baker, Voorhis & Co., New York. Price, \$3.50.

PORTUGAL, it is expected, will issue a decree allowing the importation of 3,000,000 bus. of wheat before Aug. 1 on account of the failure of the crop of the past year.

THE ALLEGED COFFEE TRUST will be controlled under a bill submitted to the Senate. The bill has passed the House and has received favorable report from the Senate Judiciary Com'te. The measure provides that the government may seize any commodity, including coffee, which is controlled by an illegal combination and dispose of it by auction.

The February Century.

Alfred Holman's account of "Our Alaska Bargain", fourth in The Century's "After-the-War" series, is one of the leading features of the February Century. Pierre Loti's Franco-Oriental "Impressions of New York" begin in the same number. Other features of general interest include: James Davenport Whelpley's review of social, political and economic Japan, with a forecast of that nation's future as regards both America and the Far East; the opinions of several college presidents and deans on the good and evil of fraternities in women's colleges; "American Cartoons of Today", by Frank Weitenkamp, with fourteen examples; three Lincoln features, including anecdotes of the President, and a hitherto unpublished account of Lincoln's assassination; and J. B. Atkins's discussion of "The Unmarried Woman of England", in which appears a contrast of English and American ideals.

The second installment of Mrs. Frances Hodgson Burnett's new novel, "T. Tembarom", with synopsis of the opening chapters, leads the fiction. Maurice Hewlett contributes a striking short story in "The Fairy Wife". Other short fiction is by Richard Dehan, Marion Hamilton Carter, and Ellis Parker Butler.

The editorial subjects are: "The Political Virtues President Wilson Will Need", "The Panama Tolls Blunder", "The Increasing Hope of Church Unity", and "The National Need of Super-Commercialism".

The "Open Letters", always a feature of The Century, are on "Divorce in War and Wedlock", and "Breaking in a Hobby". There are several after-dinner stories in the "Lighter Vein" department, two by John B. Quackenbush.

The frontispiece, in color, is by Arthur Rackham. Other illustrations are by Reginald Birch, Oliver Herford, May Wilson Preston, and Charles S. Chapman. There is also a Timothy Cole wood engraving.

DIRECT REDUCTION TABLES

for

Wheat, Buckwheat, Barley and Timothy

reduce any weight of wheat from 100 to 5090 pounds by ten-pound breaks direct to bushels of 60 lbs.; 60 lbs. with 1 lb. dockage; 60 lbs. with 2 lbs. dockage; 60 lbs. with 3 lbs. dockage; 60 lbs. with 5 lbs. dockage; Timothy Seed, 45 lbs.; Barley, Hungarian Grass Seed and Corn Meal, 48 lbs.; Barley, 50 lbs. and Buckwheat, 52 lbs.

Nine tables, printed from large type on card board, size 10 1/2 x 11 1/2 inches, and the equivalent in bushels of each weight is shown beside it, so it is impossible to get the wrong reduction. Price, 50 cents.

GRAIN DEALERS JOURNAL

315 S. La Salle Street

CHICAGO, ILL.

Direct Reduction Tables for Corn and Oats

Reduce any weight of corn from 100 to 5090 pounds, by ten-pound breaks, direct to bushels of 56 lbs.; 56, with one pound dockage for dirt; 68, 70, 72, 75 and 80 lbs. The 56-lb table may also be used for reducing rye and flaxseed to bushels. Oats are reduced to bushels of 32, 33 and 35 pounds.

Ten tables printed from large type on card board, size 10 1/2 x 11 1/2 inches, and the equivalent in bushels of each weight is shown beside it, so it is impossible to get the wrong reduction. Price, 50 Cents.

Grain Dealers Journal

315 S. La Salle Street

CHICAGO, ILL.

Supply Trade

Chicago callers: Fred W. Kennedy, Shelbyville, Ind.; Walter F. Sanders, Challenge Envelope Co., Trenton, Mich.

Buffalo, N. Y.—Ed. Brown, a well known contractor and constructor of the last wooden elevator built in Buffalo, died suddenly last week, aged 69 years.

Tyndall, S. D.—V. E. Forrest, elevator builder, is reported no longer in business at this place, but is now connected with one of the Minneapolis contractors.

Indianapolis, Ind.—O. E. Gordon of Rays Crossing, Ind., manufacturer of fire extinguishers, has recently formed the Gordon Fire Extinguisher Co., with offices in the Board of Trade Bldg.

Peoria, Ill.—Emil G. Isch, head of E. G. Isch & Co., sustained a stroke of paralysis recently and is now lying at his home in a critical condition. Physicians express hope for his ultimate recovery.

Winnipeg, Man.—The Strong-Scott Mfg. Co., Ltd., which has been doing business in Winnipeg for some time under a license issued by the government, has been incorporated with a capital stock of \$150,000.

Chicago, Ill.—The Hess Warming and Ventilating Co. is distributing a new booklet devoted to the Moisture Tester. It is handsomely gotten up and will be sent to any Journal reader, by the Hess Co., on just a hint.

Buffalo, N. Y.—Jas. Fleming died at his home here Dec. 18th, aged 70 years. He perfected some of the machinery in use in the operation of grain elevators and invented one device that pushes the marine leg into the hold of a boat.

Chicago, Ill.—A late sale of rather exceptional kind is that made by W. H. Salisbury & Co. to the Universal Portland Cement Co. for one 10-ply "Salisbury" solid woven rubber conveyor belt, 1,250 ft. long, of 36-inch width, in one piece, weighing 4 tons.

Spokane, Wash.—At the annual meeting of the Barnard Mfg. Co. recently held, officers were elected as follows: T. E. Casady, Pres., A. J. Hesler, V. Pres., F. H. Finley, Secy, and Treas. The latter, who has been in active charge of affairs for several years, will continue in that capacity.

Cleveland, O.—One of the most attractive booklets and price lists on waterproof belting is that published by the American Fabric Belting Co. The articles on the correct lacing of belts should alone make it of much interest to all users of belting and readers of the Journal will be gladly supplied upon request to that company.

The continuously successful salesman is the one who doesn't sell at all; he is the one who makes the customer sell himself. In other words, he so manages the transaction that the customer wants to buy. Advertising copy which puts that buying impulse into the mind of the reader is real salesmanship on paper.—*Mahin's Messenger.*

Chicago, Ill.—G. A. Schweizer, well known to the grain trade as the maker of a new and highly satisfactory quotation board, and U. G. Johnson, have organized the Johnson-Schweizer Co., with offices at 25 N. Dearborn St. They will

continue the business of contracting and manufacturing high class cabinet work for offices, public buildings, banks, etc.

Washington, D. C.—The Supreme Court of the U. S. has decided that American patents on inventions patented in foreign countries expire with the expiration of the foreign patent, notwithstanding claims that the treaty of Brussels of 1900 provides otherwise. The decision was rendered in the case between the Cameron Septic Tank Co. and the City of Knoxville, Ia.

New York, N. Y.—The well known contracting house of Jas. Stewart & Co. has of late incorporated under the laws of New Jersey, with a capital stock of \$3,750,000. Founded in 1845 by James Stewart, the business has been carried on in recent years by two sons, Alexander M. and James C. The principal office will remain at 30 Church St. and branches maintained in all the largest cities of the U. S.

Indianapolis, Ind.—Nordyke & Macmon Co. report the recent sale of "N. & M. Co." equipment to Valier & Spies, St. Louis, Mo.; Colorado Mill & Elevator Co., Denver, Colo.; Alberta Mfg. Co., Edmonton, Can.; Phoenix Mfg. Co., Sacramento, Cal.; Neil & Van Valer, Jonesboro, Ind.; Sleepy Eye Mfg. Co., Sleepy Eye, Minn.; Elmerdorf Coal & Feed Yards, Lexington, Ky.; Ford Flour Co., Nashville, Tenn., and A. E. Staley Mfg. Co., Decatur, Ill. Among foreign dept. orders is the sale of a complete new 50-bbl. flour mill outfit to Laureno Arrubarreno, Texcoco, Mexico.

Keep Your Floors Clean.

The S. Howes Company of Silver Creek, N. Y., has lately placed on the market a device for automatically lubricating the eccentrics of Separators. The illustration herewith shows a pair of these lubricators, fitted to a "Eureka" Compound Elevator Separator.

The Manufacturers say, "The reason we were forced into getting up a device of this character is simply this: The ordinary fast running eccentric, whether it be on a Separator, the shoe of a Clipper, or any similar machine, is admittedly considered the dirtiest contrivance used in an elevator. It throws and spatters oil all over the place. It covers the machine itself, the walls, the floors and elevator legs. Anything and everything with which the oil comes in contact is, of course, permanently disfigured. Given a few years, the floors and all other lumber in the vicinity of such bearings must nat-

urally become oil soaked. Once let a fire get started in such surroundings and it will be next to impossible to check it.

"Bearings of this character require more attention than any other. The operator has to look after them carefully and oil them constantly. This, of course, occupies a good deal of time that might otherwise be well employed."

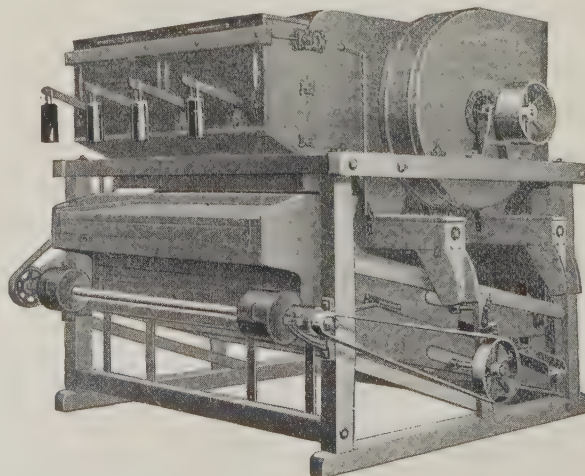
The "Eureka" Automatic Eccentric Oiler does away with these troubles once and for all. It confines the oil in the bearings where it belongs and so long as the machine runs, it is all the time pouring a stream of oil on the eccentric. When the Separator is at rest the oiling ceases automatically. It will thus be seen that there is no chance for the eccentric to run dry and no possibility of the lubricant leaking out. The device needs no attention beyond an examination every two or three months, when it is desirable to draw off the old oil and substitute new.

In construction the "Eureka" Eccentric Oiler is about as simple as one could imagine. It consists of simply three pieces—the disc, the lower housing, and the upper housing. The disc is secured to the shaft and revolves with it. The lower half of the housing (or the oil reservoir proper) is bolted to the frame of the machine. The upper housing is hinged to the lower part and contains the oil channel or distributor. The bottom housing is half filled with oil and the disc extends down into the oil and at each motion of the shaft the disc picks it up and throws it upward into the channel, from which it drips direct into the eccentric head. It will thus be seen that we simply depend upon centrifugal action and gravity to do the work.

Not much argument is necessary to convince a practical elevator man that this Automatic Oiler effects definite savings amounting to more than ten times the original cost, in the course of a single year, by economy in oil consumption, saving in repairs, and in employes' time. Break-downs and shut-downs are prevented, too.

Equally important is the fact that it reduces the fire hazard.

ROAD improvement has been actively promoted by the government during the past year. Since March, 1912, the Office of Public Roads of the Department of Agriculture, has constructed about 300 miles of object lesson roads, and by expert advice has aided the building of 650 local road projects. The new year gives promise of even better conditions as to proper road building.



Eureka Compound Elevator Separator with new automatic eccentric oilers.

Patents Granted

Conveyor Belt. No. 1,050,603. (See cut.) Thomas A. Bennett, Akron, O., assignor to the B. F. Goodrich Co. A belt having an extremely flexible insert in the center and on the under face.

Malt Germinator. No. 1,051,196. (See cut.) Peter Chodunsky, Bezdekov, Austria-Hungary. A drum which may be turned or revolved rapidly with an air pipe through the centre, for the entire length, and by means of which a current of air may be directed to any point in the chamber.

Grain Separator. No. 1,051,158. (See cut.) Robt. J. Owens, Minneapolis, Minn. A series of sieves which are below cleaner bars, with methods for moving cleaner bars to clean the grain, with means for connecting the bars on the sieve to give a free transverse movement for cleaning.

Weighing-Machine. No. 1,049,535. (See cut.) Wm. W. Rosenfield, New York, N. Y. A movable scale beam, which is connected with a motor, so poised so that motor will move from an equal to an unequal balance, which when approaching an equal balance will open the circuit, stopping the poise, thus denoting the weight.

Elevator Drag. No. 1,049,327. (See cut.) Alonzo T. Adams, Moline, Ill., assignor to Marseilles Co., East Moline, Ill. A device having a hopper from which an endless conveyor operates in upper and lower runs and a deflector forming a return throat to act with the conveyor to carry the material from the lower to the upper run.

Apparatus for Removing Smut. No. 1,048,767. (See cut.) Martin Twedt, Sheldon, S. D. An apparatus for the treatment of grain, comprising a vat, having a run for horizontal movement mounted in the vat. A skimmer constructed of an endless conveyor, having its side edges mounted for movement on tracks, composed of outward projecting slats.

Grain Separator. No. 1,051,157. (See cut.) Robt. J. Owens, Minneapolis, Minn. A series of superimposed sieves, provided with perforated and unperforated sections, a return board under the sections which are inclined toward the head of the sieve with its lower edge above; and an unperforated section of the sieves below whereby feed bars push grain upon an unperforated section.

Car Door. No. 1,050,109. (See cut.) James Damm, Manitowoc, Wis. A door having the combination of several sections arranged above the others vertically, with means for securing these, and at the lower section a bolt, with a sealing ring attached,

with an aperture to engage the movable bolt. A lever connects the upper and the lower section by a sealing ring, retaining the door in an upright position when closed.

Bag Holder. No. 1,049,821. J. H. Devini, Cleveland, Tex. (See cut.) A collapsible frame for holding bags, comprising pieces connected in such a fashion that they may be moved in longitudinal slides, so that each piece will prevent a swinging movement, and made in a plurality of pieces for the purpose of holding a number of bags. Each part easily folding so that they may be moved outwardly to break the engagement of the holder.

Car Seal. No. 1,049,380. (See cut.) Wm. C. Martineau, Albany, N. Y., assignor to Universal Car Seal & Appliance Co., Albany. A seal composed of two curved members, one with slightly parted jaws, into which the other member is pivoted, one member comprising a shell formed by bending a piece of itself with edges along one side slightly separated, with a pin inserted so that it may not be removed after pushing the jaws together.

Car Seal. No. 1,049,381. (See cut.) William C. Martineau, Albany, N. Y., assignor to Universal Car-Seal & Appliance Co., Albany. A means for fastening car doors with a keeper plate, and a bolt to secure the plate to the door jamb; a post which projects from keeper plate with a slot for the locking bolt; a hasp bar with an interlocking tongue, thru which a suitable seal may be placed, provided with a means so that the seal may not be withdrawn.

Car Door Lock. No. 1,050,641. (See cut.) Richard M. Getman, Larchwood, Ia., assignor of one-third to Wm. A. Hanson, Mitchell, S. D., and one-third to Willis V. Amidon, Larchwood. Doors sliding horizontally and having a locking recess in the center for a vertical movable bolt so that the bolt may slide downward and engage in an opening in bottom of car and also for pivotal movement thereon to lock the other door on which the lock is placed.

SOUVENIRS.

A 6 inch brass rule with graduations marked by bright brass lines on a black background, is being distributed with the compliments of W. H. Salisbury & Co., Inc., Chicago. It is accurate and makes a very convenient pocket rule for anyone having use for a measure.

McCord & Kelly of Columbus, O., are presenting their many friends in the trade with a handsome leather pocket-book containing an accident policy for \$2500, not that they expect all their friends to be killed this year, but they are tendering the policy as an expression of good will and for insurance.

Sample Envelopes

Non-Sifting

Designed especially for mailing samples of grain and seed. Specimens Free.

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67 Larned St. Detroit, Mich.

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Live weevil plus a little Fuma equals dead ones every time.

Fumigate Your Elevators and Mills with

FUMA

The only satisfactory method of treating grain in the bin; kills all insects, weevils, moths, etc.

10c per lb., in 50 lb. and 100 lb. drums.

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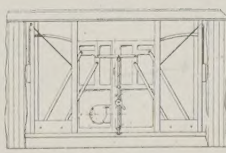
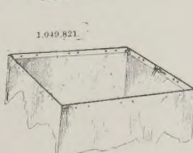
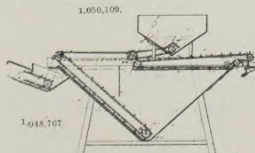
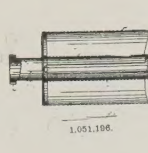
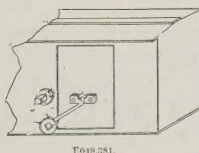
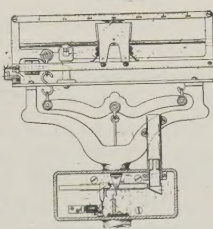
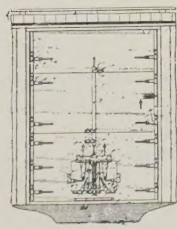
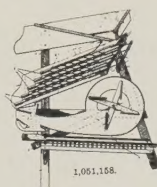
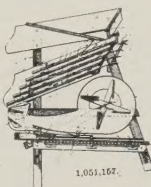
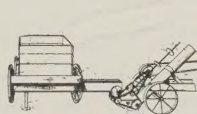
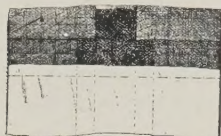
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Annual Report Millers National Insurance Co.

A gain of \$11,748,804.94 at risk during the year is the very flattering exhibit made by the Millers National Insurance Co. in its 37th annual report, bringing up the total at risk to \$78,188,435.89.

Cash assets at the close of the year were \$1,906,036.97; against \$1,793,365 a year ago. Of the total assets \$1,373,637.84 were in bonds, \$301,850 real estate mortgages; \$129,170 cash on hand; \$68,024 of premiums in course of collection and 30,013 accrued interest on investments.

Liabilities are \$774,623.37, including \$399,452 reserve required by law, \$286,615 guarantee deposits, and \$14,146 accrued taxes. The surplus over all liabilities including notes and permanent fund being \$5,008,915.05. Premiums and assessments during the year brot in an income of \$818,534.49, and interest on investments \$76,728.01. Disbursements for the year were \$678,920.84, including \$432,911 in losses paid and \$79,993 in brokerage.

Of the total insurance in force at the close of the year \$43,701,510.14 was general business and \$34,486,925.75 was upon flour mills, elevators and contents. Most of the general business is taken on the cash plan, but most of the elevator and mill business is taken on the mutual plan, the mutual mill and elevator risks in force at the close of the year being \$26,384,653.55 and the cash mill and elevator business being \$8,102,267.20.

During the year 813 losses were incurred, aggregating \$469,062.83, and 98 losses, amounting to \$68,488, were unadjusted and unpaid at the close of business. Losses are reduced so materially that for the first time in years the mutual business has taken care of itself at a cost of 35 per cent of the basis rate, and a portion of the profit on cash business and interest income has gone to surplus, to maintain the reserves in proper ratio to the company's constantly increasing volume of business.

The Mill Owners Mutual Fire Insurance Co. held its annual meeting at Des Moines, Ia., Jan. 15 and elected the following officers for the ensuing year: H. J. Benson, pres. B. A. Lockwood, vice pres. J. T. Sharp, sec'y. Arthur Reynolds, treas. L. M. Macy, J. T. Sharp, T. W. Shambaugh, H. J. Benson and B. A. Lockwood, directors.

Annual Report Grain Dealers National Fire Insurance Co.

The 10th annual statement of the Grain Dealers National Mutual Fire Insurance Co. shows that the assets increased during the year from \$1,344,880 to \$1,797,256, and comprise \$1,523,016 contingent assets and \$274,240 cash assets, the latter consisting of \$107,825 first mortgage loans, \$113,780 bonds, \$40,148 cash in banks, \$5,452 uncollected premiums, \$4,455 accrued interest and \$2,579 uncollected assessments.

The liabilities are \$4,354 reserve for taxes and \$99,658 reserve for reinsurance. Net losses for 1912 were \$60,480, and the total losses paid since organization have been \$642,873.

Business for the year increased \$2,000,000 on account of the many new elevators built and large grain crop. Atmospheric conditions made more losses by lightning and fewer from locomotive sparks, the moisture making for the lowest loss and lowest expense ratio of any year. This company is giving the owners of good elevators reliable insurance at the low cost that these buildings should pay as a class.

"We have been trying for years to secure uniformity of inspection of grain in all primary markets. Our department under Chief Culver has fairly and honestly lived up to the SPIRIT and the LETTER of the uniform grade rules, recommended by him to the Grain Dealers National Association and adopted by our Exchange in

Annual Report Mill Owners Mutual.

The 38th annual report of the Mill Owners Mutual Fire Insurance Co., of Iowa, shows assets of \$413,135; against \$348,070 a year ago. Losses again show a considerable reduction compared with the preceding year, having been \$93,840 paid, against \$146,586 in 1911 and \$176,000 in 1910.

Receipts of the company during the year were \$216,610 from premiums and assessments and \$18,488 from interest, discount and salvage; and the disbursements included besides the losses, \$45,067 in premiums returned, and general expenses, making total disbursements of \$171,816.

The assets include \$342,572 farm loans, \$51,372 cash in bank, \$10,289 interest due, \$8,901 premiums and assessments in course of collection. The liabilities include \$105,716 unearned mutual deposits, \$11,623 reinsurance reserve, \$1,708 taxes accrued, \$424 commission accrued and \$3,072 losses reported.

The amount of insurance in force Dec. 31 was \$10,708,935, an increase over the preceding year. The expense of management for the year has been but 14 per cent of the income.

Annual Report of Michigan Millers.

The 31st annual report of the Michigan Millers Mutual Fire Insurance Co. shows a year of marked progress in all directions, making possible the increase in rate of dividend, as ordered by the directors, to 55 per cent.

During 1912 the company paid \$377,877 in losses, against \$519,248 in 1911; and the total losses paid by the company since its organization have been \$4,138,518.69. Total assets increased from \$3,229,948 a year ago to \$3,465,537 at the close of business Dec. 31. Included in the assets are \$2,245,047 in premium notes; \$452,028 in first mortgage loans; \$482,063 in municipal bonds; \$127,769 cash in banks; \$127,725 premiums due, and \$19,703 interest due and accrued, the net cash assets, including permanent fund, being \$570,121.22.

The liabilities of \$850,368.75 include \$591,003 reinsurance reserve, \$200,000 permanent fund, \$44,364 losses in process of adjustment, and \$15,000 in all other claims.

Organized 1902.

Tri-State Mutual

Grain Dealers Fire Insurance Co.

Luverne, Minn.

Incorporated.

Licensed in South Dak.

Our Policyholders have reduced their

Insurance Cost 50%

Write for our plan.

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Bond Your Men

Protect yourself from loss of grain and money thru dishonesty. YOUR MEN, no doubt, ARE HONEST. If so, a bond will not hurt them. If not, a bond will protect you.

BALSLEY BROS., Gen'l Agts.

511½ E. Monroe St. SPRINGFIELD, ILL.

Southern Surety Co. Assets \$3,000,000.00

INSURE WITH THE

Michigan Millers Mutual Fire Insurance Co.

of LANSING, MICH.

And get, without extra cost, the benefit of their Scientific Inspections of your plant, embracing

Common Hazards, Mechanical Hazards, Electrical Hazards.

Members of Mutual Fire Prevention Bureau.

ORGANIZED 1878

The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents of same at cost.

Insurance in force - \$15,104,436.83
Cash Surplus - - 353,034.68

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Sheet Metal Contractors, Makers of Fireproof Windows. Write them if you are in the market now or if you expect to be in the future. Contracts taken anywhere in the United States.



Salt Water Barrels and Pails for

FIRE PROTECTION

have saved millions of dollars

But they freeze, smell bad, leak, burst, evaporate and need filling often, and pails are carried away. Why not get rid of all this trouble.

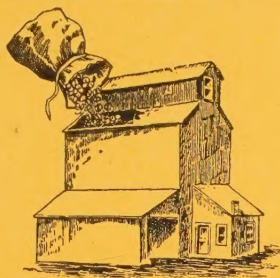
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don't freeze, don't smell bad, don't leak, rarely need filling, pails always in place ins last for years and cost but little more than barrels. Ask your insurance company. They prefer them. Made of 22 gage galvanized iron, complete with pails and non-freezing compound.

TWO SIZES. LET US QUOTE YOU PRICES.

CENTRAL FIRE APPLIANCE CO., PEORIA, ILL.

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When your money is represented by grain stored in an elevator you need it insured against loss by fire.

The amount will vary and if you receive full protection you must necessarily seek a company that offers you a convenient and economical method of adjusting the amount of insurance needed to cover the values in storage.

Our mutual certificates which are issued at a definite cost with full privilege of cancellation on a pro-rata basis, will solve the problem.

Write for our cost per \$1000 insurance per month.



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DES MOINES, IOWA

The Oldest Millers Mutual
Fire Insurance Company
in America.

Cash Assets over \$300,000

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ORGANIZED 1883

The Western Millers' Mutual Fire Insurance Company

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Flour Mills, Elevators, Warehouses, and
Contents.

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No. 62 is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets, 100 white sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 3 scale tickets and the sheet is perforated so that each ticket can easily be removed. Each ticket is printed, ruled and spaced for the following information: Date; Bot of; Price per Cwt; Price per bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. A sheet of carbon is placed between the white and manila sheets, so that the weigher tears out a ticket and gives to each driver, retaining a carbon copy of it. 800 tickets in each book with a rubber stamp for quickly filling in name of buyer. Price \$1.25.

GRAIN DEALERS JOURNAL,

La Salle St., Chicago, Ill.

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You can get



*the same amount of
elevator insurance at
a lower rate*

By writing to the Millers National Insurance Co. for full information and instructions how to build that new elevator or remodel the old one, so as to reduce your insurance cost to minimum. By making your elevator, mill or warehouse comply with insurance regulations, you not only reduce the material cost of insurance, but are assured against loss of business, money and worry.

No trouble to give advice, and our advice will save you trouble.

Write to-day for rates and service.

Millers National Insurance Company

Losses Paid, \$7,673,329.60

Gross Cash Assets, \$1,703,365.33

Net Cash Surplus, \$1,013,587.24

COSTS LESS THAN 50% OF BASIS RATES

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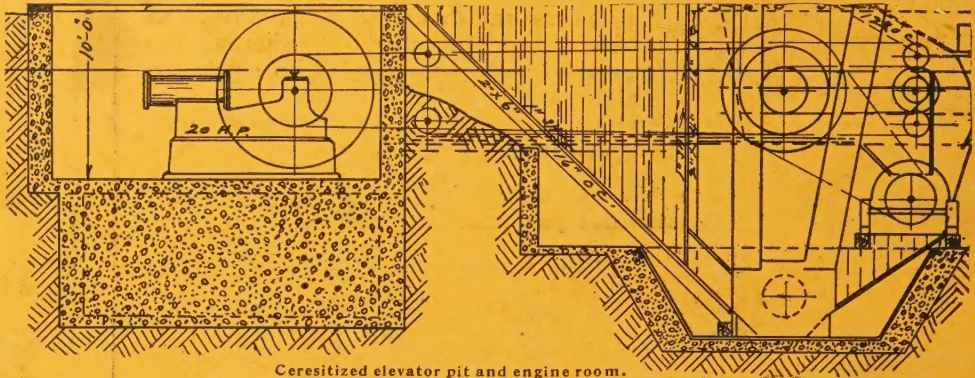
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A Ceresit Waterproofed Concrete Scale or Elevator Pit or Basement

is a permanent and absolute protection against damage and loss of money through dampness or water in these places. You non-Ceresit users know of loss of money and damage dampness or water causes in wetting grain—off grades and heated, rusting scale—short weights, failure to operate elevator, on account of water in boot or tank.

Avoid these losses by waterproofing these pits by the "Ceresit" method.

Ceresit is a white, creamy paste, mixed with the water used in tempering the concrete or cement. ¶ Ceresit has been tried and has proven itself absolute, permanent and nominal in cost in water and dampness protection in concrete. ¶ Ceresit increases density of concrete, but does not alter color or lessen strength. ¶ Old pits, floors and walls can be made waterproof by applying a cement mortar coating waterproofed with Ceresit on inside floors or walls. ¶ Ceresit is the best waterproof known. Ceresit fulfills all claims. ¶ Everything explained fully in "How to Make Concrete and Cement Waterproof." Let us send this book today—free.



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Waterproofing

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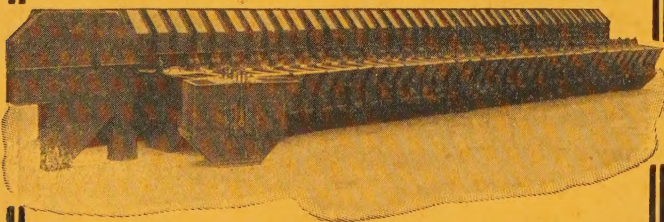
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The One Machine--

which by gathering your losses, save you money.

The Day Dust Collector.



Superior to all.
Storm and spark proof.
More and better work.
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Dirt and Dust

from your grain is an unavoidable loss, but dirt and dust about your elevator is a voidable loss. The loss of life, money and business can be avoided through the installation of a Day Dust Collector.

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